

Inquiry starts into cases of leukaemia near nuclear power stations

By Pearce Wright, Science Editor

An investigation into the incidence of cancer among people living near all nuclear power installations has started.

The pattern of the illness is to be studied before and after the plants were built, and a comparison made with similar populations remote from any nuclear installation.

The study, to be conducted by the Protection Board and the epidemiological research unit at Oxford University, will not be completed before next year.

Nevertheless, the results of that study may be the only way of resolving the controversy over the number of cases of leukaemia among children living in villages near the nuclear fuel reprocessing plant at Sellafield, formerly Windscale, in Cumbria.

Accusations that the incidence of leukaemia is between five and 10 times higher than the national average among children in three villages close to Sellafield, are contained in the findings of a new report that is the basis of a documentary television programme to be shown on independent television tonight.

The allegation that radioactive pollution from Sellafield is the cause of higher than

average figures is rejected by British Nuclear Fuels. Mr Harold Bolter, the company secretary, said yesterday: "We are not responsible for the effects which Yorkshire Television say they have found."

Mr Peter Mummery, director of health and safety for the company, says: "Yorkshire Television bases its accusations on its own unvalidated findings that the incidence of cancer among children in three villages near Sellafield is higher than the national average."

"In small areas variations from the national average, both upward and downward, may be expected. It is well known to experts in cancer statistics that sometimes unusually high numbers can be found in relation to the size of the community."

These are described as 'clusters'. Mr Mummery added: "A quick examination by British Nuclear Fuels has identified a town in Cumbria some 30 miles from the coastline where a cancer cluster exists."

The company's officials were not prepared to give the name of the town.

However, the evidence gathered for the television docu-

mentary was examined by Professor Edward Radford, a leading epidemiologist in that field from Pittsburgh University in the United States. He was chairman of a committee of the US National Academy of Sciences set up to look into the effects of radiation, and he has been an adviser to international groups studying safety issues.

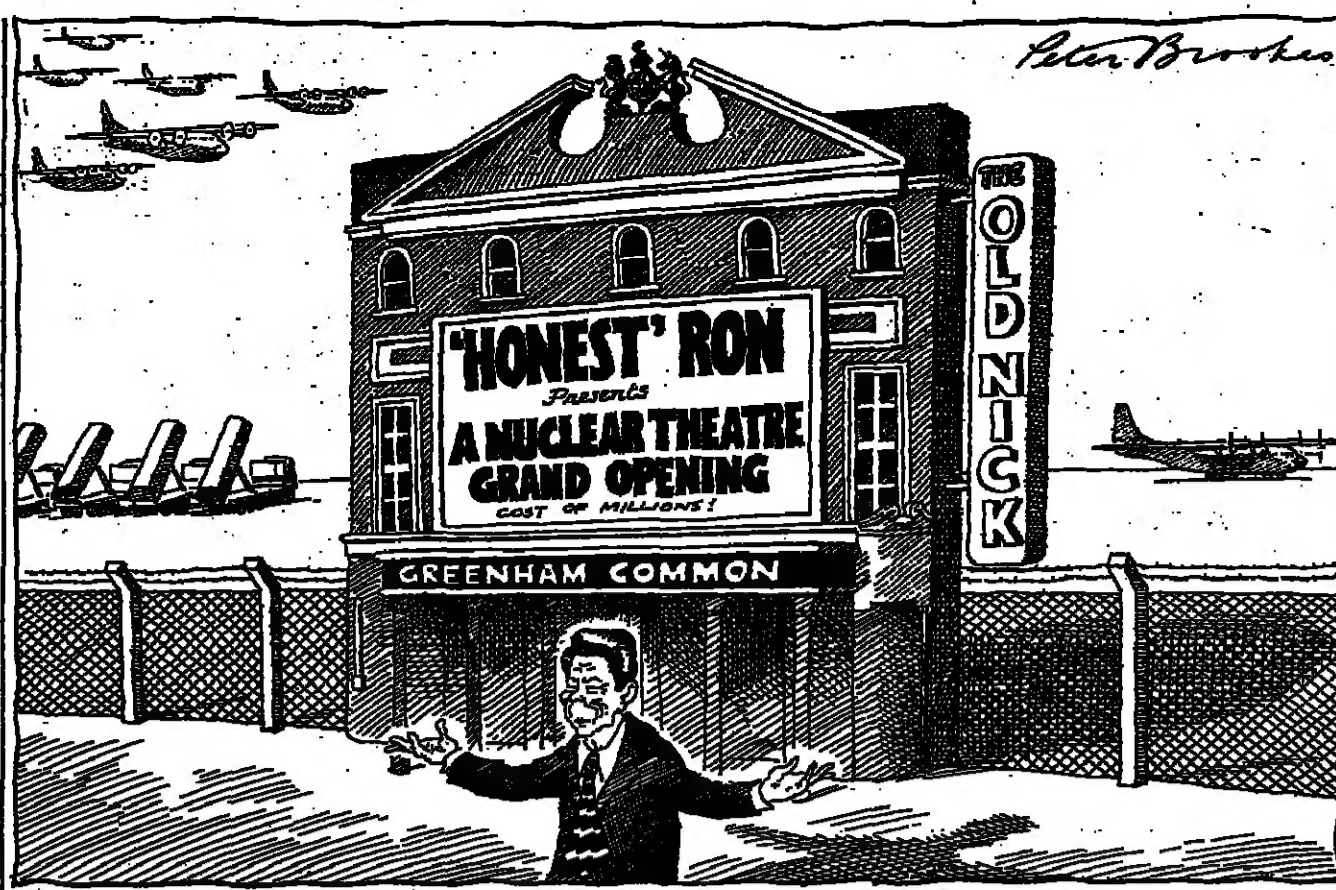
Professor Radford supports the catastrophic interpretation of the figures on leukaemias when taken in conjunction with the measurements of the radioactive activity in silt from streams, beaches, fields, and from house dust to show that radioactive substances come from Sellafield.

Yet British Nuclear Fuels is not disputing the existence of low levels of contamination of radioactive substances. But it says: "Assuming the highest figures quoted for levels of radioactivity to be correct, children would have to eat 20lbs of dust a year or sit in one tiny spot on a muddy estuary for 500 hours in a year before permitted limits would be reached."

The fiercest argument is over the suggestion that the conditions must inevitably get worse. British Nuclear Fuels rejects the suggestion that there is an accumulation of plutonium along the coast, but that judgment presupposes an exact understanding of how the radioactive material in the environment got there from Sellafield.

Recent surveys have shown that plutonium and americium discharged into the sea by a waste pipe from Sellafield into the Irish Sea are being transferred back to the land. The theory is that waste deposited on the seabed is stirred up with sediments in stormy conditions. The suspended particles are driven to the coast by winds and tides, washed ashore, dried by the sun and blown into the atmosphere.

The waste discharges have been made for 20 years and, according to the documentary programme, a quarter of a ton of plutonium has been discharged, enough to give 250 million people a lethal dose if dispersed through the atmosphere.



Shake-up urged in farming

By John Young, Agriculture Correspondent

Abolition of almost the whole farm support structure is called for in a report published today.

The EEC common agricultural policy, the marketing boards, the Agricultural Mortgage Corporation, the Forestry Commission and government-financed research services would all go under proposals from the Adam Smith Institute.

Even the Ministry of Agriculture would be merged with the Department of Trade and Industry.

The report is a straightforward application of the free market economy approach to what the institute regards as an indefensibly subsidized and cosseted industry. The end result, it implies, would be cheaper food and a saving to the taxpayer of hundreds of millions of pounds.

Of the CAP the report says it is "contrary to the spirit of the founding fathers of the EEC... ineffective... expensive... unpopular except with farmers and bureaucrats and seemingly incapable of reform."

It is also scathing about the achievements of the various marketing boards and suggests they should be reformed as voluntary co-operatives.

The Agricultural Mortgage Corporation makes little sense since it duplicates the functions of the finance industry.

Much research by the Government's Agricultural Development and Advisory Service appears to be duplicated and should be abandoned. The work of the Agricultural Research Council itself should be gradually privatised.

Omega Project Agriculture Report (Adam Smith Institute, PO Box 316, London SW1P 3DJ; £5.00).

Cruise will arrive in three weeks

Continued from page 1

last week with the United States Defence Secretary Mr Casper Weinberger. Mr Heseltine is understood to have explained and complained of these increased difficulties.

But ministers have at no time, it seems, seriously considered asking the United States for a dual key, nor even explored the feasibility of cost of supplying a separate physical control mechanism which only British servicemen could operate.

Yesterday Mr Denis Healey, newly reappointed as Labour's shadow foreign secretary, said that after Grenada Britain could no longer be satisfied with present arrangements, and that there was an unanswerable case for giving Britain a physical veto over firing.

Last week, he said, the United States brushed Britain aside when the threat was vague and distant. Did the Prime Minister really believe the American Administration under President Reagan would take any notice when the threat was to thousands of American soldiers in Europe?

Mr David Steel, the Liberal leader, said that the absence of a dual key was one reason for not accepting the government proposal to deploy. He could not accept that the original agreement about joint decision, reached between Mr Clement Attlee and President Truman about aircraft, could be applied automatically to missiles.

Mr Heseltine repeated the recently repeated words of Mr Margaret Thatcher that "no nuclear weapon could be fired or launched from British territory without the agreement of the British Prime Minister."

Greenham security is stepped up

From Alan Hamilton, Greenham Common

Greatly increased security surrounded Greenham Common air base in Berkshire yesterday after a weekend in which the perimeter fence was breached and torn down in several places by peace campaigners.

Police guarded all gates and patrolled the inside of the nine-mile fence, while army detachments erected additional barriers of barbed wire. A police helicopter flew around the base all day.

A total of 187 women, many of them carrying wire cutters, were arrested on Saturday night and 16 women were arrested on Sunday night when they again breached the fence.

On that occasion a group entered the base and daubed the main runway with paint. Eleven were charged and released on bail by Newbury magistrates yesterday.

Miss Martha Street, said yesterday that they had thought a United States Air Force plane carrying the first cruise missiles would arrive on Sunday night. They had painted the runway in the hope of preventing its landing.

In the event the missiles did not arrive, and they are unlikely to do so in the immediate future judging by the Commons statement yesterday by Michael Heseltine, Secretary of State for

Defence, in which he promised a further announcement when the first missiles arrived in Britain.

Several hundred anti-nuclear demonstrators, many of them carrying torches, gathered in Trafalgar Square last night to protest against the imminent arrival of cruise missiles (David Cross writes).

Throughout the afternoon and evening 700 members of the Campaign for Nuclear Disarmament queued outside the Commons to lobby members of Parliament taking part in the debate on the missiles.

Mr Bruce Kent, general secretary of CND, told a press conference that the debate had been sprung on Parliament to rubberstamp the introduction of cruise missiles to Britain.

"The British people have been deceived about cruise missiles by this Government since the decision to deploy them was first taken at a Nato meeting in December, 1979", Mr Kent said.

In spite of government claims to the contrary, Britain had no veto over their use in the sense of the Government being able to stop them being fired, he added. As had been seen with Grenada, in times of crisis great powers like the United States acted as they saw fit.

Basic facts about cruise and Pershing 2

By Our Defence Correspondent

What are they? The cruise missile is an unmanned vehicle for carrying an explosive warhead. Throughout its flight it is under continuous power from its jet engine, which has to take in oxygen to function. This means that it must remain in the atmosphere, and in fact is designed to fly at very low levels.

The Pershing 2 is a ballistic missile which is powered only during the first few minutes of its flight as it goes out into space, before its trajectory brings it back into the Earth's atmosphere and on to its target.

Where are they to be deployed? The plan is to deploy 464 ground-launched cruise missiles and 108 Pershing 2 missiles in Europe. Ultimately 160 cruise are planned for Britain, 96 of them at Greenham Common, where the first 16 are scheduled to be operational by the end of this year, and 64 at Molesworth near Huntingdon from about 1987.

When was the decision taken? The plan was laid at a meeting of foreign and defence ministers of Nato countries held on December 12, 1979.

The plan to deploy cruise and Pershing 2 was one half of the so-called twin track, which also called for negotiations between the United States and the Soviet Union to agree to limits on the number of long-range theatre nuclear weapons.

Those negotiations are still in progress in Geneva, but show little likelihood of producing an agreement.

Basic statistics	
Cruise	Pershing 2
Length 20.5ft	33ft
Speed about 550mph	5,000mph
Weight 3,200lb (including booster)	about 7 tons
Range 1,500 miles	over 1,000 miles
Warhead single nuclear warhead, up to about 200 kilotons	single nuclear warhead, up to about 50 kilotons
Accuracy within 50 yards of target	within 100 yards of target
Launcher launched from back of lorry	mobile launcher

Police hunting Sheffield killer study phone tape

By Ronald Faux

Police hunting the killer of three members of a Sheffield family were studying yesterday a recording of a telephone call made to a newspaper by a man claiming to be Arthur Hutchinson, whom the police want to question in connection with the murders.

The caller gave details likely to be known only to Mr Hutchinson, aged 42, who escaped a month ago from custody at Selby police station in North Yorkshire.

In his two-and-a-half minute call to the Yorkshire Post in Leeds the man said that he had not been to Sheffield, where Mr Basil Laitner, his wife Avril and son Richard were stabbed to death by an intruder eight days ago.

The caller, who had a strong north-eastern accent, said that since his escape he had survived by stealing vegetables from gardens.

He named a woman he said he was "sent to get" and who is now being protected by the North Yorkshire police. He also denied having been in Workop, Nottinghamshire, where the police are said to have had positive sightings of Mr Hutchinson the day after the killings.

Mr Robert Goslin, Assistant Chief Constable of South Yorkshire, told a press conference in Sheffield that the caller did not stay on the line long

enough to allow the police to trace him but it was hoped that a recording of the call would be able to discover the area from which the call had been made.

"He says he is in the Selby-Doncaster area and that he has been living rough. Where I disagree is when he says he has not been to Workop", Mr Goslin said.

The police found a blood-stained handbag at a Workop boarding house where the man thought to be Mr Hutchinson had stayed. Mr Hutchinson injured his leg when he escaped from the police station.

The police had received more than 1,000 calls from the public, with possible leads that were being followed up, Mr Goslin said.

Mr Hutchinson's elderly mother, Mrs Louise Reardon, was under sedation last night after collapsing at her home in Hartlepool, Cleveland. She became ill after appealing to her sons: "Please give yourself up. Arthur, that's all I'm asking. I know you couldn't have done the things they say," (the Press Association reports).

Overseas selling prices: America \$100,000; Britain £100,000; France 1,000,000; Germany 1,000,000; Italy 1,000,000; Japan 1,000,000; Spain 1,000,000; Sweden 1,000,000; Switzerland 1,000,000; Taiwan 1,000,000; Thailand 1,000,000; Turkey 1,000,000; USSR 1,000,000; USA 1,000,000; Yugoslavia 1,000,000.

Biffen reply over Times bid

By Anthony Bevis, Political Correspondent

Mr John Biffen, Leader of the Commons and a former Secretary of State for Trade, last night rebutted the charge that he had misled the Commons over the profitability of The Sunday Times in January 1981, the time of the bid made by Mr Rupert Murdoch for Times Newspapers.

Mr Harold Evans, former editor of The Times, says in his book, Good Times, Bad Times, that when Mr Biffen took his decision not to refer the bid to the Monopolies and Mergers Commission, the minister failed to record £4.6m of Sunday Times revenue and a £700,000 profit.

In a written Commons reply last night, Mr Biffen refused to set up a parliamentary Select Committee to investigate the matter, saying that the profit and loss figures on which he had based his decision had been supplied by the Department of Trade's professional accountants.

They had been fully aware of the £4.6m revenue figures, but because they were not related to The Sunday Times newspaper activities they had not been relevant to the statutory test under which he had to judge whether the paper was economic "as a going concern and as a separate newspaper".

Mr Biffen said in his reply to Mr Alfred Morris, Labour MP for Manchester, Wythenshawe: "I was satisfied (as I was required to be by the Fair Trading Act) that The Sunday Times was not economic as a going concern and as a separate newspaper."

"Having further satisfied myself that the case was one of urgency, I concluded that I had discretion to grant consent for the transfer of the newspaper without a reference to the commission."

'Grants not being made up'

By Lucy Hodges

Almost half of all students who should be having their maintenance grants made up by their parents are not being given this money and are worse off than young people on the Youth Training Scheme, the National Union of Students said yesterday.

A £50,000 survey commissioned by the union, which submitted a claim for a £5 a week increase in grants, for next year, shows that students are feeling the pinch.

They are having to pay a lot more for essentials than in 1974-75, when the last survey was made. The cost of board and lodging and books has soared.

As a result students are spending 25 per cent less on alcohol, tobacco and entertainment (£190 in 1982-83 compared with £260 in 1974-75). They are having to spend 59.2 per cent more on board and lodging compared with eight years ago. A student's disposable income has declined by £264 in that period, from £958 to £694.

The union made the point yesterday that it was not arguing that the real value of the grant had declined, because at £1,660 outside London and £1,975 in London it has roughly kept its value. It directed its attack at the parental contribution system and at the lack of an absolute minimum grant.

Mr Neil Stewart, the union president, said that as well as seeking a £5 a week increase in grants it was asking for the income threshold at which parents have to pay contributions to be raised to £9,600. It wanted all students in further education, particularly those who received no award, to get a minimum grant of £30 a week.

He called for the age at which students are considered to be independent of their parents to be lowered. It is 25 at present. The cost of all the demands would put an extra £700m on the present £500m grants bill.

Caledonian Girls to Dallas/Fort Worth: Two Super Executive tickets for the price of one.

Between 23rd October and 31st December 1983, we're offering two Super Executive seats for the price of one on all round trips to Dallas/Fort Worth.

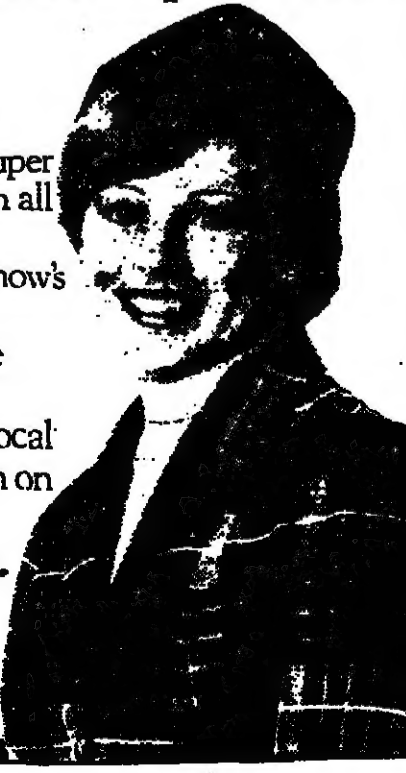
So if you've never flown with us, now's a good time to try.

And let someone else share the experience with you. Free of charge.

For further details contact your local travel agent or call British Caledonian on 01-668 4222.

We never forget you have a choice.

British Caledonian



When his sang froid proves too cool



Charm him with JANNEAU GRAND ARMAGNAC BRANDY

Too good to keep to yourself

Crown to appeal against ruling that parents cannot kidnap children

By David Hewson

The Crown is to seek leave to appeal against a ruling yesterday that parents cannot, in law, kidnap their own children.

The Court of Appeal yesterday quashed the convictions for kidnapping and contempt of court of a New Zealand man who twice snatched his daughter from his former wife.

A senior appeal judge, Lord Justice Watkins, said that Mr Ian Daily's case was a serious example of the deliberate flouting of High Court orders by a father, but he should never have been convicted of the criminal offence of kidnapping.

The decision was criticized by the Children's Legal Centre, which was set up in 1979, The Year of the Child, to deal with matters of law relating to young people. Miss Rachel Hodgkin, an officer of the centre, said it meant that the law saw children as being the property of their parents.

A private member's Bill due for its second reading on December 16 would, however, make child abduction a criminal offence if it became law, she said.

The Court of Appeal ruled that Mr Daily should not have been tried at the Central



Lord Justice Watkins: 'Father should not have been convicted.'

Criminal Court for contempt and taking his daughter away from her mother, in what is thought to have been the only case of a parent being charged with kidnapping his child.

The correct course which should have been pursued was for Mr Daily to be brought before a High Court Family Division judge, the court said.

It set aside a two-year suspended jail sentence which was passed on May 18 last year. The Crown is to seek leave to

appeal to the House of Lords against that ruling.

Mr Daily did not challenge a further conviction of falsely imprisoning his former wife at an address in Harold Hill, Essex, before taking their daughter Emma to New Zealand in 1978. He was given a two-year suspended sentence on the false imprisonment charge.

The appeal judges ruled that, as a general conclusion, there was no such offence as the kidnapping of a child under 14, even by someone who was not the child's parents. The act would be covered by the charge of child stealing.

They also ruled that the offence of kidnapping could not be committed by a parent who took a child under the age of majority, unless the child had lawfully married and passed out of the responsibility of the parents.

Lord Justice Watkins said that the jurisdiction of judges to punish for disobedience of court orders on children, regardless of whether they were wards of court, was extensive and powerful. Parliament had never intended that a mother or father should be prosecuted for child stealing.

Law Report, page 28

Two million letters arrive late

By David Cross

More than two million letters arrive late on any given day, according to the Post Office Users' National Council in a report published yesterday.

Only 85.8 per cent of first-class letters and 92.3 per cent of second-class letters arrived on time, the council said in its annual report of the Post Office's activities in the 1982/83 financial year. The Post Office's own targets are 90 and 96 per cent respectively.

This level of lateness is unacceptable, the council, the official watchdog of the Post Office's services, said.

The council said that it conducted test surveys that

highlighted problems on specific routes and in particular sorting areas. The results showed that mail posted at the same time could receive different time stamps and in one instance some first-class items were not date-stamped until the next day.

The council called on the Post Office to further investigate problems affecting the quality of service and in particular to identify the black spots in the system.

Responding to the council's criticisms, a Post Office spokesman said yesterday that improvements have been made in its mail delivery. The latest

figures covering the period between July and September of this year, showed that 88.7 per cent of first-class mail and 93.8 per cent of second-class mail was reaching its destination on time.

The Post Office was also urged to speed up the introduction of new counter technology, particularly the installation of computer terminals.

The council conceded that the complexity of introducing a comprehensive computer system to handle the full range of counter services given that there are at present about 150 different types of transaction. The cost would be huge since the Post Office has indicated that it would probably need 50,000 terminals positioned at between 15,000 and 20,000 different locations.

Finally, the council expresses its concern at the fall in the number of Crown and sub-post offices during the past 10 years. During the last financial year, for example, 121 sub-postoffices had opened, compared with 216 that closed.

A sizable proportion of sub-postoffices that closed had not been replaced because of the difficulty of finding suitable applicants with suitable premises.



In accord: Nine brass players from Bordeaux are combining with six British players to give their first concert in Britain tonight at St John's, Smith Square, central London. The Brass of Aquitaine and London, formed by its conductor, Richard Harvey, when he was teaching at Bordeaux University, includes nine lecturers in music. Mr Harvey has written some of the music for tonight, which will also include works by Monteverdi, Purcell and Copland. (Photograph: Orde Eftsson)

Pacemaker surgeon says patients may die due to NHS cuts

By Thomson Prentice, Medical Reporter

Some patients requiring heart pacemakers may die as a result of the "domino effect" of National Health Service cuts, a leading surgeon said yesterday.

Dr Richard Sutton, consultant cardiologist at the Westminster Hospital, is a recognized expert in heart pacemaker implantation, who performs an average of four such operations a week.

However, because of budgetary restrictions he has only 40 pacemakers left until next March. He added: "I anticipate I will need another 50, which represents a cost of £100,000 by January."

"The situation is approaching where some patients will require pacemakers and will not be able to get them, and some of them will die."

Dr Sutton said that the pacemaker unit at the Westminster Hospital was under increasing pressure because hospitals in other areas were referring more patients to him.

"The DHSS is forcing cuts and closures affecting pacemaker operations elsewhere. Those patients have to be sent somewhere, and they are coming to us. The cuts have a domino effect," he said.

The Westminster Hospital is considered to be one of the leading pacemaker units, it has contributed to the research and development of the most advanced versions of the equipment. However, as a result of that work the cost of a pacemaker has increased to about £2,000.

The pacemaker budget allocated to the Westminster for the financial year that began in April was £230,000. Dr Sutton said he needed another £100,000 before the end of next March, and would then be seeking £350,000 as the allocation for the next year.

Mr Trevor Patchett, the deputy district administrator of the Victoria Health Authority, which includes the Westmin-

ster, said: "This authority is being asked to save £2.65m next year, at a time when demands for its services are growing."

He is quite right about the domino effect. We are getting more and more referrals of patients because of cuts elsewhere, and are trying to cope with them while facing cuts of our own."

Lack of NHS funds led to the death of six year old girl it was learnt yesterday. The girl, named Anne Marie, was denied a bone-marrow transfusion at the Westminster Children's Hospital because the cost of the operation was £7,000 and funds were short. It was decided that other patients stood better chance of success.

That decision was disclosed last week when Princess Anne launched a special appeal to raise money for a new 10 bed bone marrow unit at the hospital.

In another aspect of health a service cuts, a group of general practitioners were granted a temporary injunction in the High Court yesterday to prevent the closure of the cottage hospital, the Northwood and Pinner.

The hospital was due to close yesterday but if has been occupied by staff since last week. About 20 patients are still receiving treatment there. At the Hayes cottage hospital near by a similar occupation is continuing.

The injunction means the closure of the Northwood and Pinner hospital will be postponed at least until Friday when the case returns to court.

Trade unions in the NHS have told the Government that the country faces the "inescapable burden" of growing expenditure on health care with more not less staff needed to meet the growing demands placed on the service (Our Labour Correspondent writes).

Could your company save over £1,000,000,000 on energy costs a year?

Not just your company alone.

It's what British industry could save if all possible energy savings were made.

And that's what the Energy Efficiency Office has been set up to help you do.

Because nowadays with high fuel prices, energy costs are a real part of production costs.

And therefore a major consideration when estimating your profit margins and potential profit growth.

In a nutshell, a company that's not using energy efficiently just isn't as profitable as one that is. Energy costs are controllable and many companies are proving it every day.

Perhaps the first major step is to appoint an energy manager. Someone who's responsible for all your company's energy use.

By implementing specific programmes he can save you both energy and money.

Also if he's a member of his local Energy Management Group he'll keep up with all the latest ideas. (Contact the EEO for details.)

Secondly, an outside consultant will normally be able to identify measures which will quickly save you many times his fee.

Furthermore the savings are repeated year after year. If you like, the EEO can help pay the consultant. Contact us.

Thirdly, there may be highly cost-effective

investments appropriate to your business which have been proved successful by the EEO's Demonstration Projects Scheme.

For instance if you are going to make changes in your production line you could install equipment to re-cycle waste products.

Information about heat pumps, waste as a fuel, automated energy management systems and many more applications of new energy-saving technology is freely available.

And the savings you will make aren't peanuts. We're talking about tens to hundreds of thousands of pounds that your company could save on energy every year. The EEO is there to help you achieve this.

As well as grants for Energy Efficiency Surveys we've booklets, training videos, special case histories and a complete regional advisory service. Why not send in the coupon?

With energy saving you're not just helping Britain, you're helping yourself to a far more profitable future.

To: The Energy Efficiency Office, P.O. Box 702, London SW20 8SZ.
Please send me more information on how I can make better use of energy. T1015

Name _____
Job Title _____
Address _____
Tel. _____

ENERGY EFFICIENCY OFFICE

Nilsen showed desire to kill, psychiatrist says

Dennis Nilsen had an "overwhelming desire to kill" and planned the deaths of his victims purposefully and without anxiety, a jury at the Central Criminal Court was told yesterday.

Dr Paul Bowden, a psychiatrist called by the prosecution, described Mr Nilsen's behaviour as extremely abnormal. "Statistically someone who kills 15 or 16 men is a very rare animal," he said. But he disagreed with the defence evidence that it showed a severe personality disorder.

Mr Nilsen, aged 37, of Cranley Gardens, Muswell Hill, denies six charges of murder and two of attempted murder. He has admitted to the police dismembering, boiling and burning the bodies of his young victims and the defence is seeking a verdict of manslaughter on the ground of diminished responsibility.

Dr Bowden, consultant forensic psychiatrist at the Bethlem Royal and Maudsley Hospital and visiting psychiatrist at Brixton prison, disputed defence suggestions that Mr

Nilsen had treated his victims as objects and lacked remorse.

He said Mr Nilsen tried to hide his feelings despite confusion and sadness at what he had done. During one interview at Brixton tears had filled his eyes as he was questioned about the "quite frightful" strangling and drowning of John Howlett in December 1981.

"He was about to start crying," Dr Bowden said. "He spoke to me about him never being able to show his feelings to anyone. Then he walked out of the room."

He told the court that he accepted Mr Nilsen's own version of his motives: an overwhelming desire to kill, the sense of power killing gave him, and the wish to transfer the feelings of criminality he had about his homosexuality to the killing.

He said he could find no support for defence evidence of abnormal sexual behaviour with the bodies of his victims, isolation, alcohol abuse, identity of relationship problems.

The hearing continues today.

Battered wife who killed her husband is freed

A battered wife who shot dead her violent husband was freed yesterday by a judge at the Central Criminal Court, after spending six months in jail on remand.

The decision by the Common Serjeant, Judge Tudor Price, was greeted with cheers and applause from relatives of Mrs Celia Ripley in the packed public gallery.

The court was told that Mrs Ripley, aged 34, killed her husband with a shotgun blast as he stood drinking in the Derby Arms public house in Croydon, on April 26.

She had told the warden of the battered wives' hostel where she was living that she intended to shoot her husband, but her "cry for help" was ignored.

The judge gave Mrs Ripley an 18-month suspended sentence and ordered her to be supervised by a probation officer. "The public interest does not require you to be imprisoned further," he said.

Mrs Ripley wept as she was released with her sons, Mark and Henry, outside the court and said: "Today and the day I killed my husband will be on my mind for the rest of my life."

How I pray to God that someone had taken me seriously and stopped me."

The court was told that her husband, Mr Mark Ripley, aged 38, was a gypsy scrap dealer and a feared bare-knuckle fighter.

Mr Michael Coombe, for the prosecution, said Mrs Ripley suffered violence from him over many years. He broke her nose and ribs, threatened to shoot her and forced her to take part in distressing sexual practices.

After going to live in a battered wives' hostel in Penge, south-east London, she showed the warden her husband's shotgun and said she planned to shoot him.

The warden was sufficiently alarmed to tell social workers, but nothing was done. The warden was baby-sitting for Mrs Ripley when she drove to the public house to carry out her threat.

Mr Neville Sarony, for the defence, said Mrs Ripley had asked for attention but no one had taken her seriously. Mrs Ripley pleaded guilty to manslaughter. Her denial of murder was accepted on the ground of provocation and diminished responsibility.

Cigarette 'glamour' attacked

By Our Medical Reporter

The British Medical Association wants stricter controls on the "insidious approach" of some cigarette promotions. It claims that they exploit a loophole in the advertising code of conduct.

The association accuses manufacturers of flouting the spirit of the Advertising Standards Authority's ethical code by linking cigarette brands with sporting events and other activities which by implication "depict smoking in a glamorous light".

In the *News Review*, a newspaper sent to doctors, the association says that the advertising authority's cigarette code bans advertisements which glamorize smokers, but allows cigarette names to be used to promote non-tobacco products and activities.

It cites the John Player Special brand, which has its own racing car and markets sportswear. It also names the Kim brand. "The brand's colours, of browns, pinks and yellows on a white background, depict a healthy, sporty, clean-cut image for the independent woman", the association says, adding that the brand is linked with promoting umbrellas and bags in the same colours.

The association says young adults are the main targets of cigarette companies. "If they adopt the smoking habit early, they could remain life-long consumers. It is this age group which most readily responds to the glamour images."

The BMA's latest call comes after publication of a survey by the Office of Population Censuses and Surveys which indicated that more than a quarter of children are smoking by the time they reach their fifth year in secondary school.

In a separate initiative, a senior lecturer in health education has written an open letter to Mr John Patten, Under Secretary of State at the Department of Health and Social Security, urging him to take tough anti-smoking measures.

In his letter, published in the *British Medical Journal*, Mr Mike Daube, of the department of community medicine at Edinburgh University, says that cigarette smoking kills more than 90,000 people in Britain

Afrikanerdom riven by bitter disputes on eve of referendum

From Michael Hornsby
Johannesburg

Black churchman held in Ciskei

Afrikanerdom's deep divisions have been further exposed in the final hours of the emotional political campaign leading to tomorrow's white-only referendum on the proposed new South African constitution, already adopted by the white Parliament.

The prospect of a total split in the Broederbond, the semi-secret society of the Afrikaner elite, has emerged with the resignation from the organization of professor Carel Boshoff, its former chairman. An arch-conservative, he was forced out of the chairmanship last July but had remained on the executive council.

His resignation was provoked by the leaking of confidential Broederbond documents detailing the bitter disputes within the organization over the constitution, which would give limited political rights to the 850,000 Indians and 2.7 million mixed-blood Coloureds, while still leaving the country's 21 million black out in the cold.

The documents also expose the cynical *Realpolitik* behind the new constitution, which the majority of Broederbond members were persuaded to accept in return for assurances that white supremacy would remain unaffected and that Indians and Coloureds were only being offered a powerless

Police in the tribal "homeland" of Ciskei have detained the Rev Smaagalis Mkhathshwa, Secretary-General of the Southern African Catholic Bishops Conference. He was arrested after a prayer service at Fort Hare University in Alice on Sunday (AP reports). He is an honorary officer of the United Democratic Front, a coalition of anti-apartheid organizations formed in August.

Reformers seem to have struck a blow at the foundations of another citadel of Afrikaner conservatism with the decision last week by the Western Cape Synod of the all-white branch of the Dutch Reformed Church that apartheid was sinful when it took the form of racial discrimination.

To diehard defenders of apartheid, such as Professor Boshoff, however, the constitution, limited as it is, is a betrayal of everything for which the Boers have fought. A son-in-law of the late Dr Hendrik Verwoerd, Professor Boshoff said the Broederbond had placed "the interests of a particular party (the ruling National Party) above those of the Afrikaner people".

Reformers seem to have struck a blow at the foundations of another citadel of Afrikaner conservatism with the decision last week by the Western Cape Synod of the all-white branch of the Dutch Reformed Church that apartheid was sinful when it took the form of racial discrimination.

Admittedly, this appeared to imply that it was not always, or necessarily, based on racism, but the synod said that the ban on marriage and sex between black and white was in conflict with scriptural, Christian ethics and church membership and services should be open to all.

The synod is the first authoritative body of the white Dutch Reformed Church to take this line, just as it was the first 47 years ago to urge the then government to ban mixed marriage and introduce apartheid.

Meanwhile, at weekend rallies across the country, the multiracial United Democratic Front (UDF), which was launched two and a half months ago, called on liberal whites to vote "No" in the referendum.

Speakers said the constitution would perpetuate apartheid and cause hatred between blacks on the one hand and Coloureds and Indians on the other. "No amount of plastic surgery can turn this Frankenstein's monster into a beauty queen", one said. Police arrested 40 UDF supporters in Cape Town.

In a statement from Pretoria, Mr Louis le Grange, the Minister of Law and Order, said he had reliable information that the banned African National Congress intended to disrupt the last few days of the campaign by violent means. He said the police would be well-prepared.



Combat casualty: A wounded Salvadoran soldier fleeing from an action in which left-wing guerrillas occupied the outskirts of Iloasco, 36 miles from San Salvador.

World pledges aid to victims

Survivors describe earthquake horror

From Rasit Gurdilek, Ankara

The death toll in Sunday's earthquake, which hit Turkey's two eastern provinces, kept mounting yesterday. The official figure of 980 dead is expected to go well over 1,000 as the military and civilian rescue teams work round the clock sifting the debris.

Hundreds of injured were under treatment at various local hospitals or were attended by the army doctors in the villages. President Kenan Evren, accompanied by Mr Bulend Ulusu, the Prime Minister, and several ministers, toured the stricken towns and villages yesterday, talking to the survivors and promising that all means available would be put at their disposal.

The Turkish Red Crescent and the Turkish Air Force continued to airlift tents, blankets, warm clothing and blood plasma, but delivery seemed to be hampered by landslides still blocking several roads, and showers and sleet which add to the misery of thousands of homeless families.

Help also came from abroad. An aircraft sent by the International Red Cross from Switzerland with a six-man rescue team and supplies, was followed by another Swiss plane carrying a 45-man team, 15 dogs trained to sniff out survivors under the rubble, and five tons of tents, blankets and equipment.

King Fahd of Saudi Arabia made a cash grant of \$10m (£6.5m), and governments and charity institutions in West Germany, the United States, Japan, Kuwait and Pakistan were reported to have pledged aid.

Reports from the disaster area yesterday and scenes shown on television the night before with a persistent background of wailing, told stories of desperation, human suffering and miraculous survival.

In the village of Koyunoren, near the town of Narman in Erzurum province, where 125 people, most of them children, had died, Mr Demir Yildirim told reporters how the roof fell on the sleeping family and he survived while his wife, mother-in-law and seven children were buried alive.

Mr Levent Akin, the village teacher, was still searching for the missing 30 of his 92 pupils. Mr Abdullah Akbulut, who was pulled to safety after spending three hours buried under the wreckage of his home, had little reason to rejoice when he learnt that five of his nine children, aged from one to 15 years, had died.

Mr Abdullah Akbulut, the village headman of Koyunoren, pointed an accusing finger at the authorities. He recalled that his request that the village be moved elsewhere after a landslide in 1969 was refused because the ground was said to be firm. "There you see the firm ground," he said acidly, gesturing at the levelled village.

Jackson to join White House race



After months of speculation, the Rev Jesse Jackson, (above) the outspoken and controversial black civil rights leader, has finally announced that he is to seek the Democratic Party's nomination for the Presidency next year on a "rainbow coalition" of blacks, Hispanics, women and other minorities (Our Washington Correspondent writes).

His entry into the race brings to eight the number of major announced candidates for the Democratic nomination. His decision to run is a blow to Mr Walter Mondale, currently the front-runner, who had hoped to capture the support of black voters, an overwhelming majority of whom are Democrats.

Mr Jackson is formally to announce his decision in Washington on Thursday. However, he finally revealed that he had made up his mind to run on Sunday, first during a television interview and later after he had delivered a sermon in Atlanta. "Yes, I am going to be running," he told a group of black ministers.

Lagos stops politicians' London trip

Lagos (Reuters) - Nigerian security police seized the passports of two officials at the opposition Unity Party of Nigeria (UPN), who were about to travel to London at the weekend, and prevented them from leaving the country, a party spokesman said yesterday.

Party sources said the seizure probably followed a statement by a UPN official that the party intended to discuss with the London-based human rights organization, Amnesty International, the cases of more than 100 UPN members being held in Oyo state after violence there during elections in August.

The sources said the two men, Mr Ayo Osofisan and Mr Yemi Olanrewaju, had intended to see Amnesty officials in London to raise the subject. Police in Ibadan, Oyo state capital, have said they are holding 110 people in connection with 55 deaths during election violence in the state.

The Oyo police said their investigations into the deaths were complete and they were only waiting for the go-ahead from the state Director of Public Prosecutions to start court actions.

Oyo and the neighbouring Ondo state, saw the worst violence in presidential, national and state elections in August and September, which the UPN and other opposition parties alleged were rigged by the ruling National Party of Nigeria.

● LONDON: An Amnesty International spokesman said yesterday that the organization had written to the UPN in Nigeria, asking it to release party members had been detained and seeking more information.

Amnesty ends in confusion

Solidarity unsure of the quality of mercy

From Roger Boyes, Warsaw

Confused by a welter of camouflaged hints of freedom and emigration, several dozen underground Solidarity opponents of General Jaruzelski surrounded themselves at militia stations throughout Poland, benefiting from the last hours of a political amnesty.

According to a law passed by the Polish parliament (the Sejm) in July, underground Solidarity activists are to be exempt from punishment if they give themselves up to the authorities by midnight on October 31. But there have been strong indications that the amnesty might be extended beyond midnight to the centres of underground opposition, to put off the moment when the police have to act against hardcore underground organizers, and to try to avoid the political embarrassment of show trials.

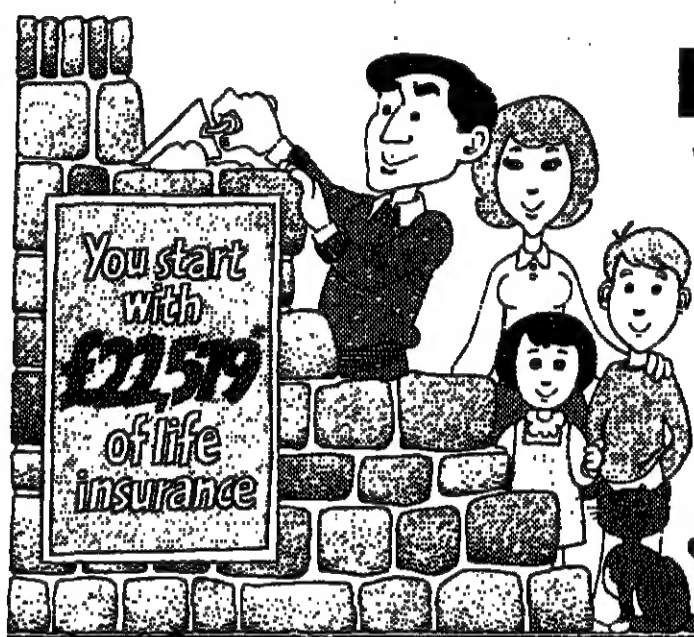
"We are completely bewildered," one activist said at the weekend. "Is the Government going to act tough against the underground leadership, or is it trying to kill Solidarity with kindness?"

The first sign that the amnesty might be extended came with an appeal by the Patriotic Front for National Redirth (Pront), a loose grouping of Communist Party representatives and pro-government Catholics. Pront said an amnesty would "create chances for those who have not yet taken advantage of the amnesty" and that true patriots should abandon the underground.

This declaration was addressed to the Speaker of Parliament, who has directed it to the appropriate parliamentary committees. But the Sejm showed no sign of meeting yesterday, and informed sources said it would meet at the earliest towards the end of the week. That means it is legally impossible to extend the amnesty.

The Government is thus in the paradoxical position of encouraging the idea of another conciliatory gesture towards the underground but at the same time not being legislatively prepared to do so. Most sources thought that the amnesty would be extended *de facto* but not *de jure* until the Sejm convenes and the Parliament would then make the extension legal retroactively from this morning.

Little wonder that the underground, or indeed the nation, is confused. Similar bemusement has been caused by the new offer to allow leading political dissidents currently awaiting trial - even those charged with trying to overthrow the state - to leave the country. The idea is presumably to disarm Western criticism about political prisoners - the freedom of the prisoners is one of the main Western demands as a condition for ending its sanctions against Warsaw. But the main source of public discontent with the Government yesterday was from shoppers, who had been told without warning or consultation through the new unions that butter rationing had been reimposed.



* These figures are based on the projected investment of a man aged 29 who contributes £30 net per month. The savings figure assumes an annual growth of 12.68% for the Multiple Growth Fund. This is the ACTUAL performance since July 74 when this type of plan was launched. While your life insurance cover is guaranteed, your cash value cannot be.

Lloyd's Life will pay your first month's contribution—up to £50—if you enrol before 14th NOV 1983.

Every wise investor wants to get the most for his money.

And every responsible and caring family person wants to protect the ones he loves. That's why we designed our flexible Fair Share Endowment to meet the needs of investors with growing families. Not only do you have the freedom to decide what to do with your endowment, you get exceptionally high life cover to protect your family during those crucial years... often two to three times the amount of life insurance cover provided in similar plans you'll see elsewhere.

The insurance benefit you receive is based on your age at enrolment, your sex, and the premium you choose. And you can have peace of mind in knowing that this benefit amount is guaranteed for the full term of your plan, from the very moment you first enrol. If you should pass away before your policy matures, your beneficiary will receive either your life insurance benefit or the cash value of your plan - whichever is higher. And there's more...

The flexibility of a plan that's tailored to your changing needs.

As your family grows or as your needs change, this endowment is designed to give you complete flexibility. You set aside what you like... from £10 to £50 monthly.

You decide when to take out your money—with a full tax-free lump sum payment after 10 years, at full maturity when you reach age 65, or any time in between. In fact, should you need to cash in your flexible Fair Share Plan before 10 years, you may do so at an earlier date. Your plan will start to acquire a cash value after a period which will depend on your age when you apply (7 months at age 55, up to 33 months at age 18). However, values in the early years are unlikely to be high and we recommend that you allow your investment to continue for at least 10 years in order for you to enjoy the very best advantages. Not only that, there are...

Three contributors to your plan—You, Lloyd's Life and the Taxman.

We're so convinced that this is the endowment plan for you that we pay the entire amount of your first month's contribution (up to £50) out of our own pocket. Plus, as long as you invest in the plan, the Taxman will contribute to your savings... because the flexible Fair Share Endowment is a "qualifying" life insurance policy. What's more, when you cash in your plan any time after 10 years or at its full maturity when you're 65, your benefits are all tax-free!

High returns from the Multiple Growth Fund can put profits in your pocket.

The flexible Fair Share Endowment lets you share in the success of the Multiple Growth Fund, which is managed by Lloyd's Life's expert investment professionals.

The fund is now worth approximately £17,100,000 and as you can see from the graph, has performed consistently well since July 1974, with an average net yearly increase of 12.68%. So, while we project growth in our example table at a historically conserva-

Lloyd's life flexible Fair Share Endowment

349 London Road, Camberley, Surrey, GU15 3HQ.

Lloyd's Life Assurance Limited is the insurance company formed by Lloyd's of London, probably the best-known insurance institution in the world, and a major contributor to the United Kingdom's overseas invisible earnings. Lloyd's Life complements Lloyd's of London's internationally renowned range of insurance services by offering long term life insurance, annuity and investment contracts.

Protect your family with exceptionally high life insurance... and build substantial tax-free savings for your retirement.

tive 8% a year, the Multiple Growth Fund has actually done much better than that—more than 53% better!

Even if the Multiple Growth Fund were only to achieve a 6% growth rate, the 29 year old man described in the headlines above could expect to receive £36,641 at the maturity of his plan. However, since July 74 the fund has averaged more than twice this rate of growth.

Find out what you can expect your endowment to be worth... with no risk and no obligation!

As we mentioned, the regular monthly amount you contribute to your plan is entirely up to you. (Of course, your insurance benefits

An example of how your savings can grow.

You can set aside a regular amount each month, from as little as £10—up to as much as £50. It's entirely your choice.

To give you an idea of how your savings can grow, we've worked out a sample table based on a man's net monthly contribution of £30. (A woman's benefits would be slightly higher). The estimated cash values in this table are based on a net annual growth in the Fund of 8% and cannot be guaranteed. Although values can go down as well as up, the Multiple Growth Fund has performed consistently well since 1974 as shown in the graph. This example growth rate is therefore considered to be conservative in comparison to past performance.

The table shows you the high level of guaranteed life assurance you would have from the first day your plan goes into effect, the estimated cash value of your endowment after 10 years, and its estimated maturity value when you reach age 65. Remember this £30 contribution (net) is actually equivalent to £35.30 (gross). The difference is made up by the taxman.

For an actual projection based on the amount you wish to invest and on your current age, simply return your completed Request for a Personalised Illustration.

Age Next Birthday	Guaranteed Life Assurance Cover*	Estimated Cash Value After 10 Years	Estimated Cash Value When You Reach 65
18	£36489	£3349	£138277
19	35356	3567	127782
20	34179	3633	118967
21	32718	3648	110074
22	31424	3715	102458
23	30164	3782	95314
24	28941	3848	88617
25	27721	3913	82359
26	26551	3976	76441
27	25414	4037	70907
28	24302	4102	65765
29	23277	4165	60961
30	22279	4228	56483
31	21317	4284	52259
32	20372	4340	48299
33	19442	4383	44658
34	18524	4386	40938
35	17658	4433	37763
36	16993	4477	34807
37	16066	4461	31814
38	15251	4500	29267
39	14387	4480	26890
40	13610	4516	24503
41	12901	4489	22258
42	12195	4462	20195
43	11559	4492	18443
44	10932	4524	16819
45	10248	4503	15205
46	9638	4546	13834
47	8975	4533	12480
48	8387	4587	11302
49	7751	4587	10181
50	7186	4655	9145
51	6580	4573	8150
52	6041	4761	7305
53	5464	4803	6450
54	4951	4920	5724
55	4406	4988	4988

*The amount shown is the minimum amount that would be paid to your beneficiary in the event of your death. Should the cash value of your plan be greater, your beneficiary would receive the higher amount.

Net premiums are based on tax relief of 15% (assumed throughout the term). The information contained in this advertisement is based on tax relief being available and on Lloyd's Life's understanding of present law and inland revenue practice.

and the cash value of your endowment will be based on your selection.)

To find out what you can expect, based on the actual amount you wish to contribute, simply complete the Request for a Personalised Illustration and post it to us. Upon acceptance, we will send you a Specimen Policy plus a complete illustration of how your endowment can grow, together with the amount of your guaranteed life cover.

And because we want you to be sure that this plan meets your needs in every way, you can examine this material in the privacy of your own home for a full 30 days. There's absolutely no obligation... and no salesman will call.

To put your plan into effect, simply return your monthly Direct Debiting Mandate or Annual Payment and Lloyd's Life will then pay the full amount of your first month's contribution!

So why not send in your Request for a Personalised Illustration today?

Send for your FREE Personalised Illustration and Specimen Policy today!

- 1 Tick the amount you wish to put aside each month.
- 2 Complete the information requested.
- 3 If you or your spouse (if applicable) have answered "yes" to any of the 3 health questions, please give full details on a separate sheet of paper. Although we reserve the right to decline your request... there is an EXCELLENT CHANCE THAT YOU WILL STILL BE ELIGIBLE. You must disclose all relevant facts. Such facts are those which an insurer would regard as likely to influence the assessment and acceptance of a proposal. If you are in doubt as to the relevance of any particular information, you should disclose it, as failure to do so may affect the benefits payable.
- 4 If your spouse wants a free illustration too, have your spouse complete this section and answer the questions in section 3.
- 5 Post your application to: Flexible Fair Share Endowment Administrator, FREEPOST, Camberley, Surrey GU15 3BR

REQUEST FOR A PERSONALISED ILLUSTRATION

Flexible Fair Share Endowment

YES, I wish to receive my Personalised Illustration, which will be based on the information I provide below. I understand that, upon your acceptance of this application, you will post this information to me. I may examine it in the privacy of my own home. No salesman will call, and I am under no obligation. To put my policy into effect, I need only return my monthly Direct Debiting Mandate or annual payment, and Lloyd's Life will make the payment for my first month - up to £50 - at no cost to me. BLOCK CAPITALS PLEASE

1 I wish to contribute each month:

☐ £10 ☐ £15 ☐ £20 ☐ £30 ☐ £40 ☐ £50

Mr/Ms/Miss/Ms First Name Surname

Address Post Code

Town County Year Sex ☐ Male ☐ Female

Date of Birth Day / Month / Year Height ft ins Weight st lbs

Occupation

3 Please tick 'Yes' or 'No' to the following:

a Do you intend to fly other than as a fare paying passenger on a regular airline service? YES NO (YOU) YES NO (SPOUSE)

b Have you had any medical or surgical attention at any time including treatment for mental or nervous disorders, other than for minor ailments? YES NO

4 If your spouse wants a free illustration too, complete this section.

Spouse's Name First Name Surname ☐ Male ☐ Female

Date of Birth Day / Month / Year Sex ☐ Male ☐ Female

Tick the amount you wish to contribute each month.

☐ £10 ☐ £15 ☐ £20 ☐ £30 ☐ £40 ☐ £50

Occupation Height ft ins Weight st lbs

5 Address your envelope and post today to:

Flexible Fair Share Endowment Administrator, FREEPOST, Camberley, Surrey, GU15 3BR

(NO STAMP REQUIRED) Available to UK residents only

Lloyd's life

Syria insists on Lebanon ditching its peace treaty with Israelis

From Robert Flak, Beirut

As leaders of Lebanon's principal militias and political parties gathered in Geneva last night for their first meeting in more than eight years of mutual and savage hostility, Syria was insisting that the Lebanese President and the other delegates to the National Reconciliation Conference here should start their talks by discussing the destruction of the unofficial peace treaty between Lebanon and Israel.

President Amin Gemayel had been hoping to postpone the topic until the end of the conference, but Mr Abdul Falam Khaddam, the Syrian Foreign Minister, emphasized at a private meeting with the pro-Syrian Lebanese National Salvation Front yesterday morning that the abrogation of Lebanon's treaty with Israel was a prerequisite for the success of the conference.

Mr Gemayel was under no illusion last night that Syria represents both the immovable object and the irresistible force behind the conference: with three Lebanese leaders - Walid Jumblatt, Suleiman Franjeh and Rashid Karami - on his side, Mr Khaddam can virtually dictate the agenda.

This appears to be exactly what he did when he gave lunch to the Lebanese opposition triumvirate at the home of Mr Issam Faris, a wealthy Lebanese businessman, in Geneva shortly before the conference began.

In his opening address last night, President Gemayel likened repeatedly of what he called "the conspiracy" against Lebanon, and emphasized the importance of the 1943 agreement that gave Lebanon its Christian Maronite presidency and power-sharing Government. But he implicitly acknowledged the security interests of Lebanon's neighbours, and in an apparent reference to Syria, added that Lebanon could not "act independently of its environment and brethren when the issues of war and peace in the region are at stake."

Mr Gemayel, who significantly thanked the Saudis for more fulsomely than the Syrians in his speech, told his political allies and rivals: "Our country is dying... destruction affected us equally. It took our property and our belongings... and from each of us it snatched a brother, a son, a companion, a friend, a loved one". Mr Gemayel did not say that this was Lebanon's last chance, but he probably meant it.

The men who have alternatively made and broken Lebanon over the past eight years arrived at the Intercontinental Hotel here in a style that quite belied their ruthless militia origins, for the most part a series of waistcoated, dark-suited men with grey hair who might have been mistaken for genial elder statesmen.

A group of Druze and Phalangist officials - bloody adversaries in their own country - met by chance in the hotel lift during the morning and spent several seconds staring at each other with palpable suspicion until one of the Phalangists held out his hand with the words: "Hello, pal, how are you?"

The Druze had spent much of the morning complaining about the Swiss security arrangements for Mr Jumblatt, although the Druze leader - who had last been seen climbing into a golden Mercedes at Montreux with two extremely attractive blondes - did not at first appear to share this concern.

Nor did Mr Nabih Berri, the Shia Muslim "Amal" militia leader, who took his bodyguards out boating on Lake Geneva. But when Mr Jumblatt arrived in the foyer of the conference hotel last night he argued with Swiss security police, pointedly refusing to walk through a metal detector.

By five o'clock the nine principle delegates had decided to sit at a rectangular table layout. All apparently decided that they would not shake hands before sitting down, an agreement that did not take long to reach. None was reported to have noticed the name of the conference suite in which they gathered: *La Salle de Carnaval*.

Druze rebels in mountain fight with Army

Beirut (Reuters) - The Lebanese Army clashed with Druze-led insurgents in the mountains east of Beirut yesterday, before the start of reconciliation talks in Geneva, shattering a rare calm on the battlefronts.

Military sources said the fighting, with artillery and machine-guns, started just before noon around Lebanese Army positions in the strategic mountain town of Souk al-Gharb, breaking the ceasefire after a 24-hour lull.

The sources said about 50 shells were fired into the area, at the rate of one shell per minute.

Souk al-Gharb, seven miles east of Beirut, bore the brunt of the fighting between the Army and Syrian-backed anti-government forces in September.

UN puts pressure on Iran over Hormuz

From Zoriana Pysariwsky, New York

The UN Security Council yesterday affirmed the right of free navigation and commerce in the international waters around the Gulf and called upon Iran and Iraq to end the war which could limit access to sea-lanes.

Twelve members voted for the measure to try to stop Iran carrying out its threat to close the Strait of Hormuz. There were no votes against, but Malta, Pakistan and Nicaragua abstained in what was largely a French-inspired and strongly promoted campaign.

The resolution also condemns implicitly Iraq's military operations against civilian targets in Iran and calls on the two sides to refrain from any action that might endanger peace and security as well as marine life in the Gulf region.

● TEHRAN: Iran sealed off one of three sources of the leak which has been allowing 2,000 gallons of oil a day to flow into the Gulf from the Now Ruz field since March, when it was bombed by Iraq (Asahi News Service reports).

Iran had no help from industrially advanced countries in sealing the leak in an operation which took 40 days.

● BAGHDAD: Iraq said its Navy and Air Force had destroyed three Iranian naval vessels near the Iranian port of Bandar Khomeini at the head of the Gulf and two others had been wrecked by Iraqi mines round the port (Reuters reports).

Grenada: Invasion island still centre of dispute



Shells away: Field guns of the American 82nd Airborne open fire during an operation in Grenada.

Hawke refuses to send troops

From Tony Dubodoin, Melbourne

The Federal Government has ruled out any participation by Australian forces in a proposed Commonwealth peacekeeping force in Grenada and at the same time has come out against American intervention.

The decisions reached at a Cabinet meeting in Canberra yesterday are a significant hardening of Australia's attitude to the situation in Grenada.

Initially Australia took an equivocal position with Mr Bill Hayden, the Foreign Minister, simply saying that Australia would be "uneasy and discomforted" if the intervention proved to be an external solution to an internal problem.

However, after yesterday's Cabinet meeting, Mr Hayden said that if Australia had been consulted by the United States before it intervened in the Caribbean, it would have argued against it. It is understood Mr Hayden has all along favoured a stronger line against American intervention than Mr Bob Hawke, the Prime Minister.

Yesterday Mr Hayden said that it was "hard to justify the use of force, certainly before all other possible courses of action had been exhausted".

While acknowledging the possible risk to foreign citizens in Grenada, yesterday's Cabinet statement failed to mention many of the other concerns raised by President Reagan.

Australian officials are expressing increasing concern that 5,600 American troops have not yet been able to flush out a few hundred Cubans.

● WELLINGTON: The Cabinet yesterday stopped short of formally endorsing the US invasion of Grenada but accepted that Cubans had been constructing a military installation there that could have been destabilizing to the security of the region (W. P. Reeves writes).

Mr Robert Muldoon, the Prime Minister, indicated that New Zealand would be prepared to contribute to a peacekeeping force, if this were requested by the Commonwealth.

Trinidad says: 'We were not told'

Trinidad and Tobago complained yesterday that the Organisation of Eastern Caribbean States (OECS) had failed to consult it over the American-led intervention in Grenada (AFP reports from Paris).

The Education Minister, Mr Overland Padmore, said this was because it had earlier indicated it opposed force. He told the Unesco conference: "It is probably because our position did not conform to that of the OECS that we were not consulted."

● HAMBURG: Two West German students just back from Grenada said they saw no evidence that the foreign community felt threatened by the island's military rulers after the shooting of the Prime Minister, Mr Maurice Bishop (Reuters reports). "The foreigners did not feel under threat or

in danger, even during the curfew until the invasion."

● LONDON: Mr Ron Brown, Labour MP for Edinburgh, Leith, called on the TUC to back a boycott of the 1984 Olympic Games in Los Angeles in protest against the American invasion of Grenada. He urged the TUC to follow the example of Australia's largest union, the Engineering Workers, which had already suggested a boycott.

Secret vote led to fall of Bishop

From Mahesh Ali, Washington

A Grenadian Embassy official in Havana has said that the events which led to the death of Mr Maurice Bishop on October 19 began at a secret meeting in Grenada in September.

The Central Committee of the New Jewel Movement, Mr Bishop's party, said he would have to share leadership with Mr Bernard Coard, the Deputy Prime Minister.

The Grenadian official, told *The New York Times* in Havana that the committee decided on September 14 to allow Mr Bishop to continue as head of state. But Mr Coard would privately assume control of the economy and party matters.

The official said Mr Bishop then tried to float a rumour on Grenada that Mr Coard and his wife, Phyllis, also a Central Committee member, were trying to kill him.

The party decided to place him under house arrest on the pretext that counter-revolutionaries might try to kill him.

France frees Libyan

Paris - France has released an alleged Libyan terrorist, Mr Said Rachid, who is wanted by Italy in connection with the murder of five opponents of Colonel Gaddafi's regime (Dana Goddess writes).

Mr Rachid was allowed to fly back to Libya after the Appeal Court in Paris ordered his release from prison, where he had been detained since his arrest on October 7.

The court explained that no extradition request had been received from Italy within the 20 days laid down in the Franco-Italian Treaty of 1870 and that France itself had no case against the Libyan.

Kuwait buys Hawk jets

British Aerospace has received an order thought to be worth about £70m to supply 12 Hawk military jet aircraft to Kuwait within about two years. Kuwait is expected to use the Hawk as an advanced trainer, but also operationally in air defence and ground attack roles.

Still searching

Hongkong (AFP) - Chinese ships have picked up a radio transmitter and four life-vests from the US oil drilling ship *Glomar Java Sea*, missing in the South China Sea for nearly a week. No survivors have yet been found, but the search continues.

Long way round

Brisbane (Reuters) - The 40-year-old Australian long-distance runner, Ron Grant, a bread salesman, arrived exhausted to a hero's welcome after running 10,364 miles around Australia in 217 days. He wore out 14 pairs of shoes.

Corn shortage

Harare (AP) - Zimbabwe, one of Africa's few food exporters, has been forced to ration maize and wheat after two years of devastating drought, the Government said yesterday.

Record crop

Peking (Reuters) - China will harvest a record grain crop this year, beating last year's record of 353.43 million tonnes, according to Mr Tian Jiyun, a Deputy Prime Minister.

Switch to TV

Sydney (AP) - Mr Geoffrey Whitehead, the British Director-General of Radio New Zealand, has been appointed managing director of Australia's National radio and television network.

Kohl in Japan

Tokyo (Reuters) - Chancellor Helmut Kohl of West Germany arrived last night on a four-day official visit.

Shorter week

Budapest (Reuters) - Hungary's Communist Government has ruled that some factories can cut their employees' working week to 40 hours.

China visit

Peking (AFP) - Mr Gaston Thorn, president of the European Commission, is due here today for a five-day visit.

Superbloom

Tours (Reuters) - An amateur gardener M Francois Santini, says he has beaten his own world record for a chrysanthemum - 688 flowers on a single plant. He owns a fertilizer company.

Supertree

Peking (AP) - A large evergreen tree, dating back to the age of the dinosaurs 150 million years ago, has been unearthed in Sichuan province. The fossil has a trunk 22ft and up to 32in in diameter.

WINDSCALE



Children play on a Cornish beach in the shadow of Windscale as scientists test for radioactive pollution

HOW SAFE IS IT?

Windscale is the biggest nuclear fuel reprocessing plant in the world. It pumps millions of gallons of nuclear waste into the Irish Sea. But how safe is it? In a special report First Tuesday presents new evidence of Windscale's impact on the environment and the health of the local people.

YORKSHIRE
TELEVISION

FIRST
TUESDAY

ITV TONIGHT AT 10.30

Damage to new airport feared

By Rodney Cowton, Defence Correspondent

The new airport at Point Salines in Grenada (right), the military potential of which has been causing the Americans concern, appears to be comparable with the civil airports in neighbouring islands.

The idea of building a new airport to replace the limited facilities at Pears in the north of the island has been talked of for nearly 20 years, and but for the American invasion it would have opened on March 13 next year.

It is said that before the American action about 85 per cent of the civil engineering and building work, being done largely by Cubans, was complete, while about 60 per cent of the installation of technical equipment by Plessey Airports had been finished.

However, people familiar with the project fear that work will have been greatly set back through premature use of the airport by the Americans.

The airport will have one runway, 9,000ft long, said to be very close to the minimum length from which wide-bodied jets can operate.

It will not have radar, but will have a number of navigation aids, including a non-directional beacon and a VOR,

which is a short-range radio navigation aid.

All these facilities appear to be directly comparable with those at the international airports on Antigua, Barbados, St Lucia and Trinidad, though Barbados has a longer runway of 11,000ft and Trinidad one of 10,500ft. Both Barbados and Trinidad already have instrument landing systems.

A spokesman for Plessey Airports said the terminal facilities had been designed to enable it to cope with one wide-

bodied jet with about 350 passengers at a time.

When the People's Revolutionary Government seized power in March, 1979, it made efforts to raise the necessary funds through the International Monetary Fund and other sources. The Americans refused support for the project, but the British backed the £6.5m contract won by Plessey.

The EEC provided support for a number of projects on the island.

Lay-down-arms call by Sir Paul

The radio address given by Governor-General Sir Paul Scoon in St George's on October 28 was:

Fellow Grenadians: I speak to you today as your Governor-General and as one who has great faith in the Grenadian people. I am confident that you will find the courage to put those tragic events of the past two weeks behind you and join with me in the task of restoring your country to its normal, peaceful way of life. At this trying period of our country's history we must be guided by thoughts of reconciliation, forgiveness, and reconstruction. Our energies must be devoted to restoring the process of democratic life through freedom and human dignity to all our people. At the same time, we must insist on high standards of morality in public life. There is no need here for me to enumerate the tragic and un-Grenadian events which led to the death of Prime Minister Maurice Bishop and three of his Cabinet colleagues.

Innocent men, women, and children were also killed or injured. To say the least, I was deeply saddened and I shall like to extend heartfelt sympathy to the bereaved families. The killing of Prime Minister Bishop and the subsequent control of our country by the People's Revolutionary Army so horrified, not only Grenadians but the entire Caribbean, the Commonwealth and beyond, that certain Caribbean states, with the support of the United States of America

decided to come to our aid in the restoration of peace and order.

Of course, intervention by foreign troops is the last thing one would want for one's country. But in our case, it has happened in deteriorating circumstances, repugnant to the vast majority of the people of Grenada, the people who live and work here, and of whom I am well advised have welcomed the presence of these troops as a positive and decisive step forward in the restoration, not only of peace and order, but also of full sovereignty that's enabling our democratic institutions to function according to the expressed wishes of the Grenadian people at the earliest possible time. Sad to say, it is now known that the People's Revolutionary Army, the PRA, had in its possession an incredible amount of foreign sophisticated weapons.

I wish to thank the countries involved for coming to our assistance so readily and I call upon you, the people of Grenada, to give your fullest cooperation to the peace-keeping force in our country. Col. Barnes of Jamaica has been appointed commander of the peace-keeping force. In these difficult times, I would endeavour to do my best, as I have done in other circumstances since my appointment as Governor-General on September 30, 1978.

It is my intention in the next few days to appoint, in my own deliberate judgment, a representative body of Grenadians to assist as

an interim measure in administering the affairs of our country. This administration will comprise persons of integrity and ability. Let it be clearly understood that this will not be a bad administration of politicians. This interim administration will provide us with the necessary breathing space to enable arrangements to be made for an early return to full constitutional government by way of general elections.

All government employees must report to work on Monday, October 31, and I hereby ask the business community to reopen their doors to the public as from today. Schools will reopen on Monday morning, October 31. Meanwhile, in order to facilitate the work of the peace-keeping who will be on patrol at night and for your own safety and protection, I urge you to stay indoors from eight o'clock in the evening until five o'clock in the morning until further notice.

In conclusion, I hereby direct the members of the People's Revolutionary Army and the militia, who are still armed, to lay down their arms. You will be told shortly when and where you should hand in those arms prior to the formal disbandment of the army. I wish to assure you that every precaution will be taken for your personal safety, like any other Grenadian citizen.

Ladies and gentlemen, the task ahead is difficult, but I know with your cooperation and God's help, we shall succeed. May God bless you all.

THE STYLE IS VINTAGE BUT NOT THE PRICE



Also Old Corporation Ruby and finest Old Tawny.

American Airlines would like most humbly to draw your attention to the fact that they've been awarded yet another accolade.

The International Airline Passengers Association voted us No. 1 for service in four consecutive surveys.

Fortune magazine said "First Class service that's consistently superior."

Air Transport World declared us Airline of the Year.

Readers of "Business Travel" magazine voted us No. 1 airline in the U.S.

The "Annual Investment File" recently polled 20,000 subscribers in Europe, Far East and North America. In the poll we were voted No. 1 airline in the U.S.

And now, for the second year running, the discerning readers of

Executive Travel have voted us No. 1 domestic carrier in the USA.

To discover for yourself why our service has gained so much praise you do not need to wait until you arrive in the USA because we fly there non-stop every day from Gatwick to Dallas.

And, of course, you can then fly on to Los Angeles without having to change planes.

For further information call your travel agent or ring American Airlines on 01-629 8817.

American Airlines
The all American Airline



Joint action with US can turn Lebanon into island of tranquillity, says Shamir

From Mohsin Ali, Washington

Mr Yitzhak Shamir, the Israeli Prime Minister, said here yesterday that Syria could and must be persuaded that its designs on Lebanon would not be permitted to take place. He said in a prepared speech to the National Press Club: "A Syrian takeover of Lebanon would have a devastating impact on the entire region, on the chances of peace, and on Soviet influence throughout the Middle East. Conversely, the achievement of a free and independent Lebanon will be a boost to the peace camp and to the influence of the free world in our part of the world."

President Reagan and Mr Shamir after two days of talks had announced the setting up of a joint United States-Israeli political-military committee for strategic cooperation in such areas as combined planning, joint manoeuvres and the stockpiling of American equipment in Israel.

Mr Shamir, in his prepared text yesterday, said that, in spite of the ravages perpetrated by the terrorists and the Syrians, Lebanon could still be saved.

and become an island of tranquillity in the eastern Mediterranean.

He said that the United States Marines in Lebanon, together with the other soldiers in the multinational force, were "an important contribution to stability that is consonant with the role that the United States is playing against totalitarian aggression."

"We in Israel believe that close cooperation between the United States and Israel can go a long way towards securing our common goals, which are a free and independent Lebanon, the withdrawal of all foreign forces, including terrorists, from Lebanon, and the implementation of the Israel-Lebanon agreement of May 1981, Syria can, and must, be persuaded that its designs on Lebanon will not be permitted to take place," Mr Shamir said.

The crucial question of the withdrawal of all Israeli, Syrian and PLO forces from Lebanon will be discussed by President Genshal of Lebanon and President Reagan at White House talks here today.

Mr Shamir said that peace

was a dynamic phenomenon and must be nurtured and strengthened constantly. "This is why we are unhappy with the state of peace with Egypt, which some Egyptian leaders have described as a 'cold' peace. Peace with Egypt was meant to be the cornerstone for the peace process in the entire region."

"Nor are we happy with the suspension of the talks on establishing autonomy for the Arab inhabitants of Judea, Samaria and Gaza. I have called on King Hussein of Jordan to come forward and join the peace congress. This is a reflection of our conviction that only by courage and determination progress towards peace in our strife-torn part of the world can be made."

In his talks with Mr Shamir, President Reagan reiterated his continued strong support for his deadlocked Middle East peace initiative of September 1982, which also calls on Jordan to join Palestinian autonomy negotiations with Egypt, Israel and the United States.

Leading article, page 15

Floating HQ for America's Gulf force

From Our Own Correspondent, Washington

The US Rapid Deployment Force (RDF), which is responsible for protecting American interests in the Gulf and the Indian Ocean area, is establishing a small forward headquarters on a navy ship stationed in the region.

The RDF now comes under the US Central Command. This has its main headquarters at MacDill Air Force base at Tampa, Florida. It can draw on

a pool of about 330,000 Army, Marines, Air Force and Navy personnel for rapid deployment in a region covering some 20 nations.

Pentagon officials said that the new 20-man forward headquarters would be based on the LaSalle, the command ship of the Navy's Middle East force. This has about five ships in the Indian Ocean and the Arabian Sea. The LaSalle is an old amphibious transport converted

into an auxiliary command ship. The United States had been seeking a land-based forward headquarters but had not won acceptance from any of the pro-American Governments in the region.

US forces regularly hold joint exercises with those of Egypt, Sudan, Somalia and Oman. There is also extensive US military assistance to Saudi Arabia and Gulf states.



Kidnap drama: Mr Alfred Heineken, holding a refreshing glass of his famous lager; centre, the four main suspects still on the run (clockwise, from top left: C. van Hout, F. Meijer, W. F. Holleeder and R. Griffhorst); and the hidden cell, where he was held since November 9.

Returned prisoners attacked

From Moshe Brillant, Tel Aviv

Six Israeli prisoners of war who were exchanged last week for some 4,500 Arabs were publicly criticised this week by military and civilian figures in a backlash against their triumphant homecoming reception.

Lieutenant-General Rafael Eitan, who was chief of staff when they were captured in Lebanon on September 4 last year, said that the military command should consider court-martalling them, he said that the six and two others still in captivity, had surrendered without putting up a fight although they had outnumbered their captors.

Addressing the Rotary Club in Tiberias, General Eitan added that they had conducted themselves disgracefully.

Israel to resettle Arabs in West Bank and Gaza

By Edward Mortimer

Details of an Israeli plan to resettle Arab refugees in the occupied territories were disclosed in London yesterday by Mr Mordechai Ben Porat, the chairman of the Israeli ministerial commission on the refugee problem appointed last year.

Speaking at the second international conference of the World Organisation of Jews from Arab Countries Mr Ben Porat said that Israel aimed to rehabilitate "within its boundaries" the Palestinian refugees, "whose situation has been perpetuated over the past 35 years by the Arab states".

His detailed exposition of the plan made it clear, however, that the boundaries in question were those of "greater Israel", including the West Bank and the Gaza Strip, and that Israel aimed to resettle only those refugees already within the area

under its control, not those at present in the Arab states.

The minister said that 40,000 Palestinian Arabs were permitted to return to Israel after 1949, and a further 70,000 refugees were allowed back into the occupied territories after 1967. This was already "a big contribution of the state of Israel to solve this problem". The political aspect of the problem was "bound up with the overall Arab-Israeli conflict and, therefore, can be resolved only when Israel's neighbours follow Egypt's example and negotiate a peace treaty with Israel".

This would be done by the following:

- Establishing new housing quarters for the population aimed at improving living conditions for all the refugees over a five-year period.
- Bringing the camps within neighbouring municipalities or giving them municipal status in their own right.
- Allotting land and financial aid to a "Build Your Own Home" programme.
- Gradually integrating the educational facilities of the United Nations Relief and Works Agency (UNRWA) into Israel's national school network.
- Taking all these steps "in full co-ordination" with UNRWA.

The last two items seem bound to run into difficulties because UNRWA is a UN agency which also operates in Arab countries. The Arab view, supported by the UN, has so far been to oppose any resettlement of the refugees in their present areas of residence so long as their is no political settlement.

Mr Ben Porat quoted a UN General Assembly resolution of 1977 urging Israel "to take effective steps immediately for the return" of refugees who had been rehoused outside the camps in the Gaza Strip.

A further question-mark over the scheme, which Mr Ben Porat said had been presented to the Israeli Government on November 20, is finance. He said that Israel would begin implementing it "to the extent that the enlightened world and all the people of good will aid in financing it".

The previous speaker at the conference, a representative of Syrian Jews, expressed gratitude to President Hafez al-Assad of Syria for lifting various restrictions and giving Syrian Jews "a certain sense of security", though without changing their status as second-class citizens deprived of various rights including the right to emigrate. He expressed grave concern, however, about what might happen to Jews in Syria if the Assad regime were overthrown and there were political chaos.

Fighting flares in Beirut as Gemayel flies out

From Our Correspondent, Beirut

Sporadic fighting flared in Lebanon yesterday as President Amin Gemayel flew to the United States for talks with American officials on the future of his nation.

Beirut international airport, long the symbolic barometer of military conditions in Lebanon, was closed shortly after sunrise when mortars and artillery shells pounded the runways. The airport was closed to all traffic during the September civil war.

Middle East Airlines, the national carrier, began diverting aircraft to Larnaca, in Cyprus, and Lebanese officials - including Mr Chafiz Wazzan, the Prime Minister - began talks with various militias to secure the landing zone from future attacks.

The state-run Beirut radio also reported that Lebanese Army positions in the central mountains near Souk el-Gharb suffered heavy artillery shelling from Druze-held positions and that Druze and Christian militias exchanged fire in the Kharrub region at the southern end of the mountain range.

Yesterday's skirmishes marked the third consecutive day of serious violations of the September 26 ceasefire accord in Lebanon. The resumption of hostilities coincided with Mr Gemayel's overseas visit, first to Italy and then to the United States.

Mr Gemayel is due to meet President Reagan today to discuss new options for getting foreign forces out of Lebanon and renewing the "national reconciliation conference" held by Lebanese leaders from October 31 to November 4 in Geneva.

The US-negotiated agreement of May 17 in which Israel pledged to withdraw its troops from Lebanon in exchange for

various concessions from Lebanon has proved to be a stumbling block for Christian and Muslim leaders trying to negotiate a new power-sharing formula.

Shells from Druze-held positions in the central mountains fell on Beirut's port area on Monday for the first time since the September civil war. On Tuesday, shells fell on Christian east Beirut, killing six people.

Schools in Christian neighbourhoods were closed yesterday following a threat of further shelling by the Progressive Socialist Party, which is headed by Mr Walid Jumblatt, the Druze leader. The PSP claimed on Tuesday that its forces were being fired on. "We are determined from now on to return fire severely and fiercely", it said.

In a statement yesterday, Mr Jumblatt's party warned the Lebanese Army and rightist Christian militias to "evacuate all public utilities and multinational camps and positions", including the airport, the port and the power station, "to preserve them".

● PARIS: The French Ministry of Defence announced that a French Lynx helicopter from the frigate Duplex was lost on Tuesday night in an accident in the waters near Beirut. A least two of the three crew died. French military officials in Beirut declined to discuss the incident.

Bear boom

Gland, Switzerland (AP).

Polar bear numbers in all areas of the Arctic have doubled in the past 10 years, the World Wildlife Fund reports here as a result of co-operation between the US, Soviet Union, Canada, Greenland and Norway.

Spacelab furnaces create new alloys

Houston (AP) - Astronauts turned the European Spacelab into a factory yesterday, firing up three powerful furnaces to melt and mix metal samples and create exotic alloys impossible to manufacture on Earth.

The furnaces, generating heat of up to 3,800°F melted silver, aluminium, zinc and gadolinium causing them to mix in different combinations and become exotic alloys.

Experts hope the experiments will lead to development of space factories where molten metals could be mixed to create alloys with unique properties. Many such alloys are impossible to make on Earth because gravity causes the molten metals to separate.

Germans fight for manuscript

Hamburg (Reuters) - Residents of Brunswick have raised more than 400,000 marks (£100,000) in a bid to buy back a unique twelfth-century illuminated manuscript depicting the life of Henry the Lion, Count of Saxony and Bavaria, to be auctioned in London next Tuesday.

The Land government of Lower Saxony plans to add whatever else is needed to regain it. A price of more than £2m is expected at the Sotheby's sale.

Brake failure

Cairo (AFP) - A Sudan Airways Boeing 727 crashed into three service vehicles at the airport here while carrying out braking tests in a parking area. The vehicles were destroyed by fire.

Oil sale blocked

Los Angeles (Reuters) - A federal judge has blocked the United States Government's sale of oil-exploration leases off the California coast on the grounds that irreparable damage would be caused and it would be against the public interest.

Spider hunt

Sydney (Reuters) - Posters showing portraits of the black, two-inch long, funnel web spider - one of the world's deadliest - went up here asking people to look out for it so that scientists can extract its venom and develop a vaccine against it. In 20 years it has killed 16 people in the area, its only habitat.

Top jurist

Tel Aviv - Mr Justice Meir Shamgar, who acquired his law degree from London University while interned in a British detention camp in Kenya from 1944-48 as an Irgun Zvai Leumi terrorist, has been installed as president of the Israeli Supreme Court.

Short sighted

Moscow (Reuters) - A large opticians' centre recently opened here has teams of specialists, the latest eye-testing equipment and sumptuous chairs for people awaiting treatment but no glasses, the newspaper Trud complained. It would be 1985 at the earliest before this state of affairs improved.

South Africa Ignorance is bias

South Africa arouses more controversy than almost any other country in the world. People tend to have a view about South Africa whether they have been there or not. Quite often, these views are not based on fact.

SHARING A BETTER QUALITY OF LIFE

South Africa is involved in a remarkable process of providing fair opportunities for all its population groups. The South African Government is committed to ensuring that each of South Africa's many nationalities has the ability and resources to realize its social, economic and political aspirations.

MEETING THE CHALLENGE ON EDUCATION

Education is a leading example of South Africa's development process. The Government is committed to the principle of full equality in education and is implementing this principle as rapidly as resources allow.

From 1970 to 1980, Government

expenditure on education for Blacks increased by 1 343 %. Every school-day, 12 class-rooms for Blacks are completed. 22 % of the total Black population attends school, compared to 9.7 % for the rest of Africa.

The number of Black students has increased by 73 % to almost 6 million during the past decade. From 1977 to 1982, the number of students writing their G.C.E. "A" Levels increased sevenfold, and between 1960 and 1980 the number of Black university students increased tenfold.

Government projects such as the \$66.5 million Medunsa medical university ensure that the increasing demands on South Africa's human resources are met.

THE FUTURE - BETTER PROSPECTS FOR ALL

The facts on education present only

a relatively small part of the picture. Many aspects of South African life have changed - and are changing at an ever-increasing rate. The future is exciting because we have the people, the dedication and a buoyant economy to enable us to keep on providing opportunities and improving the quality of life of all our people.

Because South Africa is a microcosm of so many of the world's sensitivities, it is often a contentious subject. If you are faced with a decision regarding South Africa, make sure you have all the facts.

For more information, simply complete the coupon below.

To: The Director of Information,
South Africa House,
Trafalgar Square,
London, WC 2NSDP.

Please send me more information on socio-economic and political developments in South Africa.

Name
Address
Code



We're looking forward to the future.

TVB-55-000-204200K

moreover...
Miles Kington

What a lot of rubbish

The new American director of Sotheby's says that as he has not run a business before and does not know a great deal about art, he will do a lot of talking and listening at Sotheby's "because people are the most precious asset we have".

Curiously enough, we at Moreover Holdings Inc have found the same thing at our auctions. Only last Thursday we had a sale of precious people, and he may find some useful tips in this abbreviated transcript of the proceedings...

Auctioneer: Ladies and gentlemen, welcome to today's sale of important twentieth-century people. Lot 1 is an assorted bundle of valuable left-overs from Coronation Street, a TV programme. No legal case is pending on any of them. I suggest we start at £50,000.

Bidder: £20,000.

Auctioneer: Gone. to the gentleman from The Sun newspaper. Lot 2 is Mr Geoffrey Boycott, a cricketer, no longer needed by Yorkshire County Club.

Attendee: May I have a word with you? (He whispers to the auctioneer.)

Auctioneer: Unfortunately, it seems that Lot 2 may possibly be needed for another year, so he is regrettably withdrawn. Lot 3 is described as a supergrass from Belfast. Mr Sean McNook has been until recently employed by the IRA, an illicit but exciting organization in Northern Ireland, and can now be bought for the spread of further knowledge. Do I hear...

Attendee: Another word with you, sir. (More whispers.)

Auctioneer: Lot 3 has apparently indicated he is too nervous to continue in the auction. I hope we do not have many more of these withdrawals. I never have this kind of trouble with eighteenth-century landscapes. Now, Lot 4 is an art specialist, recently released by a major art-house, who is expert in the authentication of works of art. I would like to start at £60,000.

Bidder: Excuse me, but does this mean he is prepared to authenticate fakes, ascribe minor works to major talents, draw in signatures where necessary, etc?

Auctioneer: Of course. £60,000... 70... 80... gone! Lot 5 is a personage recently employed by breakfast television, now free for engagements. Do I hear £40,000? No? Well, let's be realistic. Do I hear £5?

Bidder: £2.

Auctioneer: Gone! Lot 6 is a gentleman who has unfortunately been forced to resign from the Tory Party due to a personality clash with his secretary. Who will offer me £150,000?

Bidder: I will give that for the secretary.

Another bidder: I will give £200,000 for her if she can spell peccadillo.

Auctioneer: Done! Now we come to Lot 7, a recently retired head of a major party. Do I hear any bid at all?

Lot 7: You know, and I think we do know, I have been the victim of a press vendetta of such, and I do mean such scurrility, that one has to go back to, at the very least, a great many years in the past, not that we do not have a future, we do have a future, and a very great future too, I think we can safely say that we do indeed have a future in this great movement of ours...

Auctioneer: So let us move straight on to Lot 8, a mixed bag of unsuccessful Booker Prize candidates.

Bidder: I think I speak for all of us when I say we wouldn't bid for a Booker Prize winner.

Auctioneer: Fair enough. Lot 9, then, and the prize of the sale, a contemporary American committee composed of one black, one woman, two Jews and a cripple. What do I hear?

Jew: You hear me! I ain't a Jew! He's a Jew, but I'm a Hispanic. You gotta have a Hispanic on a committee these days.

Auctioneer: Sorry. One Jew and one Hispanic. What do I hear?

Black: You ain't heard nothin' yet, man.

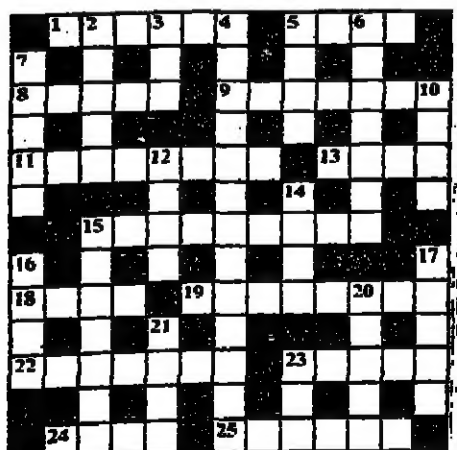
Woman: You think it's hard being black? Try being a woman!

Cripple: What about me? I'm a handicapped, Polish woman who's unemployed.

Bidder: £50,000.

Auctioneer: Gone, to the man from Channel 4.

CONCISE CROSSWORD (No 190)



- ACROSS**
- 1 Hundred grams (6)
 - 5 Wheat (4)
 - 8 Short of breath (5)
 - 9 Search through (7)
 - 11 Regal position (8)
 - 13 East Anglia flatlands (4)
 - 15 Equus (4,5)
 - 18 Ellipsoid (4)
 - 19 Accolade (8)
 - 22 High level area (7)
 - 23 Strike (5)
 - 24 Finish (4)
 - 25 Comprise (6)
- DOWN**
- 2 Like whimsical child (5)
 - 3 Playing (3)
 - 4 Nude film (6,7)
 - 6 Demonstration (4)
 - 7 French castle (7)
 - 10 Sharp point (5)
 - 12 Orient (4)
 - 14 Dependable (4)
 - 16 Standard Oil (4)
 - 17 Rustic (7)
 - 18 Poultry cage (4)
 - 19 Jaunty (5)
 - 20 Not whispered (5)
 - 21 Military vehicle (4)
 - 23 Soviet secret police (1,1,1)

SOLUTION TO No 189
ACROSS: 1 Bag 2 Tricks 3 Lip sync 10 Knoll 11 Key 13 Cut 16 Chew 17 Heaths 18 Bog 20 Ever 21 Cleric 22 Sang 23 Thru 25 Pew 26 Enter 29 Absolve 30 Femme fatale
DOWN: 2 Apple 3 Onyx 4 Tuck 5 Linky 6 Know how 7 Blockbuster 8 Flower power 12 Exhort 14 Thy 15 Malles 19 Genetic 20 ECT 24 Hail 25 Prant 26 Waif 27 Fast

In their quest for relics of the Raj, Jan Morris and Simon Winchester discover a granary like a beehive, an operatic tunnel and some undistinguished churches

Land of the houses of wonders

Captain Garstin's masterpiece

From a boat sailing down the holy Ganges at Patna, in Bihar, one may see a queer and wonderful building protruding above the straggly junipers and acacias that line the bank. It looks rather like a huge white old-fashioned beehive, dominating the flat-topped houses of the town, and any ramble through the more down-to-earth structures of the British in India, the structures of trade, technique, profit and pleasure, may very well begin with it for its appearance is extraordinary, its purpose was purely utilitarian.

It is the Gola, a granary built by the British in 1786 as a precaution against famine, and known to Patna people as Golghar, the Round House. It was designed by Captain John Garstin, Bengal Engineers, a quarter of a century before his Town Hall in Calcutta (and thirty-four years before his death - he is buried beneath a properly architectural catafalque in the South Park Street Cemetery in Calcutta). The Gola is the one building that gets him into textbooks and architectural treatises, and is indeed much the most famous of the purely practical structures of the Raj; and this is because, though it turned out to be an abysmal failure, it looks at once functional and excitingly symbolic. It was a pure work of engineering technique, but it was touched, whether by chance or calculation, with the machismo of the imperial presence.

The singular shape of the Gola probably had Indian origins, for the indigenous had been building conical granaries for centuries. The scale of it, though, was unprecedented. Built of stone slabs, it was 90 ft high, and 426 ft round at ground level. The idea was that grain would be poured into the Gola through a hole in the top, allowing it to spread all over the floor, and build up in decreasing diameter to the summit. Spiralling up the outside of the huge cone, accordingly, Garstin

built two brick staircases; the workmen, labouring up one side and emptying their grain-sacks into the summit orifice, stumbled down the other side for more (and once a visiting Nepali prince galloped his pony all the way up, all the way down, for the sheer panache of it).

The building has always fascinated travellers, and people have often read deeper references into its shape. Was it meant to represent the thrifty garnering of the bees? Was it, as the architectural historian Sten Nilsson has wondered, derived from the architecture of the palaces then popular among the designers of revolutionary France, buildings at once mysterious and allusive, globe-temple, pyramid? Garstin himself evidently saw something heroic to his hefty functionalism, and had this inscription carved upon the side of the building:

No 1
 In part of a general Plan
 Ordered by the Governor-General and Council
 20 January 1784
 For the Perpetual prevention of Famine
 in these Provinces
 This Granary
 Was erected by Captain John Garstin, Engineer
 Completed on the 20th July 1786

First filed and publicly closed by... But the rest is blank. Though the Gola has been used in time of famine, and indeed is habitually stocked with quantities of grain to this day, it was never filled to the top, and was never used as Garstin intended it - as a perpetual grain store that is, always kept stocked for emergencies. Nobody really knows why - "it was found", simply wrote Emily Eden in 1837, "to be useless" - and it is certainly not true, as frivolous guidebooks suggest, that its only door was made to open inwards, thus preventing entrance anyway when the granary was full. It is true, though, that the usual emptiness of the building gave it its popular fame: for the acoustics of the Gola are prodigious, and tourists loved it from the start. There was never a more startling whispering-gallery.

The most truly operatic of railway

MAX HARRISON meets Philip Glass, the composer who has been called the thinking man's pop musician

Sound of success

Superstars are expected to be predictable, to have a standardized product upon which their legions of fans can rely. Yet Philip Glass, undeniably a musical superstar in New York, is not like that at all. Perhaps this is because it has taken him so long to reach his present position, and the journey is not yet over. The popularity is anyhow incidental, and he says of his work: "I've always thought of it as concert music. I've never tried to popularize it."

Certainly Glass's background and his present preoccupations seem improbable for one who is now facilely spoken of as having brought together the audiences for "serious" music and rock 'n' roll. His grandparents were orthodox Jews from Russia and Lithuania, and he was born in 1937 in Baltimore, where his father managed a record shop. Something of a prodigy, he studied the flute at the Peabody Conservatory from the age of eight, took a Chicago University degree in mathematics and philosophy at 19, and in 1962 got his master's degree in composition at Juilliard: a respectable beginning.

Like countless American composers before him, he studied with Nadia Boulanger in Paris, yet it was there, in 1965, that events took an unexpected turning. He believes, with some justification, that Europeans enjoy discovering new American artists before Americans do, but it was in Paris that Glass began to discover himself. Working on the music for a film with Ravi Shankar confirmed an interest in non-western music which had begun during an earlier trip through North Africa. In particular, he became concerned with the primacy given to rhythm, and with the working out of elaborate rhythmic processes over long periods of time.

He moved thus out of "a combination of desperation and frustration. I hated the music that was all around me; the Paris scene was dominated by Boulez, Stockhausen, a sort of dictatorship of contemporary music, and I wanted to start someplace else."

Understandably, he saw his reaction in personal terms, yet unbeknown to him, or to each other, several American composers of his generation, including Steve Reich and Terry Riley, were discovering principles similar to those on which he built his own new pieces.

What Glass, specifically, had arrived at was a music which "was extremely tonal, often based on as few as five or six notes; there was no harmonic change, but a strong rhythmic steadiness." There was much repetition, and a minimum amount of musical material: in effect, the new movement was a reaction against what has been called the twentieth-century information overload.



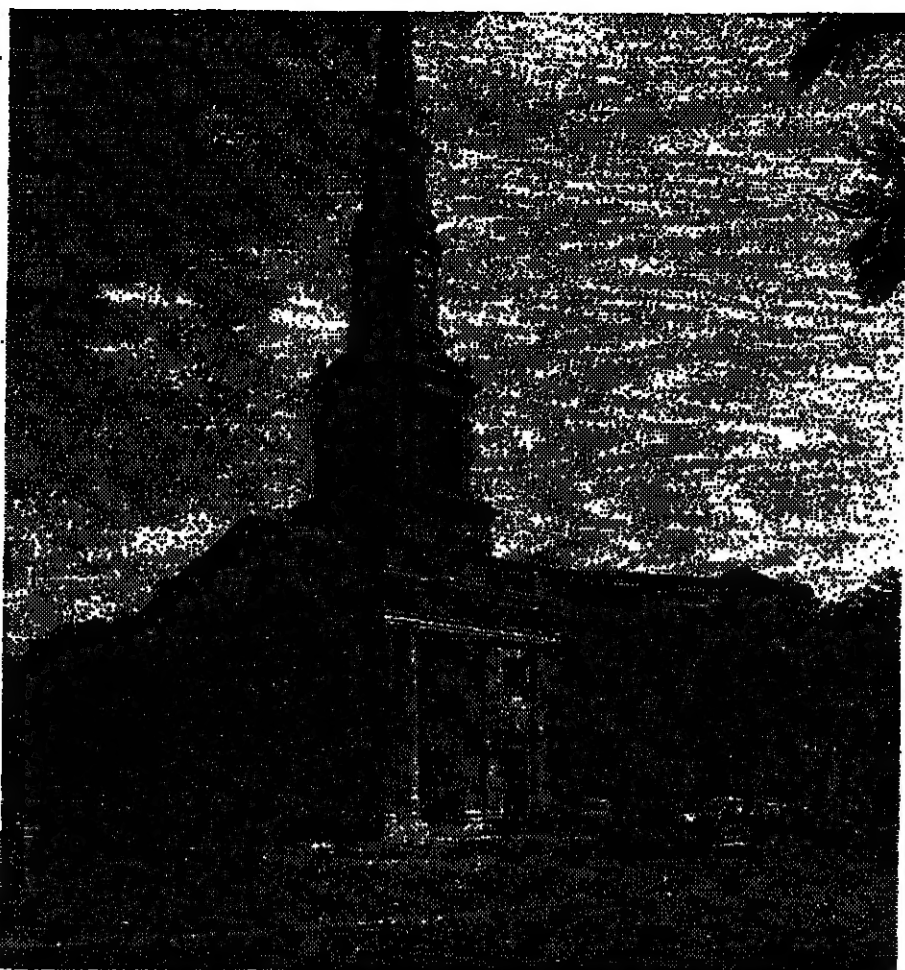
Glass: the man who re-invented opera

Irony that Glass, having found a path of his own, now experienced the sort of audience hostility that had earlier been the lot of Schoenberg, Stravinsky and company. Among his first representative scores was *Music in Twelve Parts* (1969), and was *Music in Twelve Parts* (1971), and this, Glass remembers, "was the piece during which people would decide whether they were going to stay at the concert. After the first two minutes half the audience would get up and walk out."

Their problem was the usual one: a new music requires a new way of listening. In Glass's work the dramatic phraseology of western music - the cut and thrust, say, of a quick Beethoven symphonic movement - is replaced by an all-enveloping flow of sound. This can seem initially monotonous, the effect compounded by the high volume level made possible by electronic amplification.

An account of Glass's musical growth from *String Out* for amplified violin (1967) to the more than four hours duration of *Music in Twelve Parts* (1971-74) will soon be a matter for music history text books, and despite its increasing complexity, his music reached a widening circle of initiates. In 1968 he founded the Philip Glass Ensemble with a small instrumentation of keyboards and wind instruments. Faced with indifference from elsewhere, he founded his own record label, Chatham Square, though in the early 1970s a British rock label, Virgin, issued two sections of *Music in Twelve Parts*. Since then Glass has signed with CBS Masterworks, the first composer to do so since Stravinsky.

Success has been attended by the usual disadvantages. Glass no longer has to support himself by driving a New York taxi, but understanding has not increased in direct proportion to the size of his audience, and he has even been called "the thinking man's pop musician." Admittedly he took him from rock as he did from India, but those no more make him a pop musician than he is an Indian musician; he turned these borrowings into something entirely his own.



The British builders' influence: The domed grain silo at Gola (top left) and St Stephen's Church, Ooty (left). Right, St Andrew's Church, Madras

tunnels was surely the Khojak tunnel, at the time of its completion in 1891 the longest in India, which carried the Chaman Extension Railway to the western extremity of the Indian Empire, on the Afghan frontier. The line itself was theatrical enough. It was begun in 1883 as a secret strategic line, intended if necessary to take troops over the frontier to Kandahar, then allegedly threatened by the Russians, and code-named 'The Harnai Road Improvement Scheme'. In the event it never got further than the frontier itself, where until the end of the Raj rails and sleepers were stored in case the project was ever completed, but it did become nevertheless the quickest way out of Afghanistan to the ports and markets of British India.

The tunnel stood almost at the end of the line, almost on the frontier. Immediately outside it the tracks ended in buffers at the station of Chaman, and travellers into Afghanistan had to transfer to road vehicles. It was fearfully wild and arid country, and to drive the tunnel through the Khwaja Amran mountains the engineers employed thousands of Pathans, Hazarabs, Tibetans, Kashmiris, Punjabis, Arabs, Zanzibaris, Sikhs and Bengalis, together with sixty-five miners especially brought out from Wales, where they had worked on the Severn Tunnel a few years before. Many of these men died - 800 in the winter of 1890 alone, from typhus - but the work was finished in three years, the tunnel being 12,780 ft long and made of 19,764,426 bricks, all fired on the spot.

Most of the churches of Victorian Anglo-India were, to put it gently, unmemorable. Some were dismal, most were just dull, and there was a depressing sameness to the run of them. Many indeed appear to have been built to a more or less standard pattern, based perhaps upon some suggested plan of the Ecclesiastical Society, then the accepted arbiter of Anglican church architecture in England, and a prolific source of pamphlets and advice. Whatever their origins, you came across these familiar structures everywhere, in some places more expensively interpreted than in others, sometimes relieved with local materials or devices, or local architects' whims, or the liturgical requirements of the contemporary Bishop, or even occasionally a touch of spontaneous Indian arts and crafts, but in general all too much the same.

And here is the church. It is very churchy. No enthusiastic innovator has given life or surprise to it, as eager Captain Underwood vitalized St Stephen's at Ooty, or excellent Mr Growse gave the gift of his Church of the Sacred Heart, Christ Church, Muddipore is a textbook imperial church, as rigid and as regular as the Thirty-Nine Articles of its faith. Here we enter the shade of the statutory carriage-porch, here are the steps up to the front door - any experienced Anglo-Indian could negotiate them with his eyes shut - and here inside is the usual oblong pattern of nave and two aisles, separated by pointed arches in the approved Gothic manner.

The ultimate Anglo-Indian museum, was the one Kipling made famous in *Kim* - the Ajah-Gher in Lahore, where Kim took the Lama in the opening pages of the novel. It was rebuilt in 1894, when the Kipling family had left India, but Rudyard's father Lockwood, formerly its Curator, had indelibly stamped upon it his own devotion to craftsmanship and meticulous design. Each of its display-rooms is arranged around groups of iron columns, and affixed to these are the illuminated show-cases, like fungi on tree trunks. Nothing was done patchily or carelessly in this House of Wonders, and nothing was uncontrived.

Churches to a standard plan

Let us visit one, on a Victorian Sunday morning, to stand for all the others. One will be enough, especially if we have been serving in India half a lifetime already. We leave our carriage at the iron gate and walk the last few yards through the compound, which is shaded by big trees and is either very dusty or very muddy, according to the weather, being not exactly turf, nor exactly sand, nor exactly soil, but something very Indian and Anglican in between. At the far end of the green stand the nondescript buildings of the church school, with the potted plants



Nina is a natural actress. She plays the part of a mentally handicapped child in *Crossroads*. Easy for Nina. She was born mentally handicapped and she'll remain so for the rest of her life.

Not so easy for Nina's mother. She's had to learn to live with the daily problem of looking after and caring for her mentally handicapped daughter.

Of course, Nina's mother isn't alone in her struggle. One in every hundred children in Britain is born mentally handicapped.

Mencap does all it can to help Nina, her mother and many others like them. This year thousands more mothers will be asking for our help.

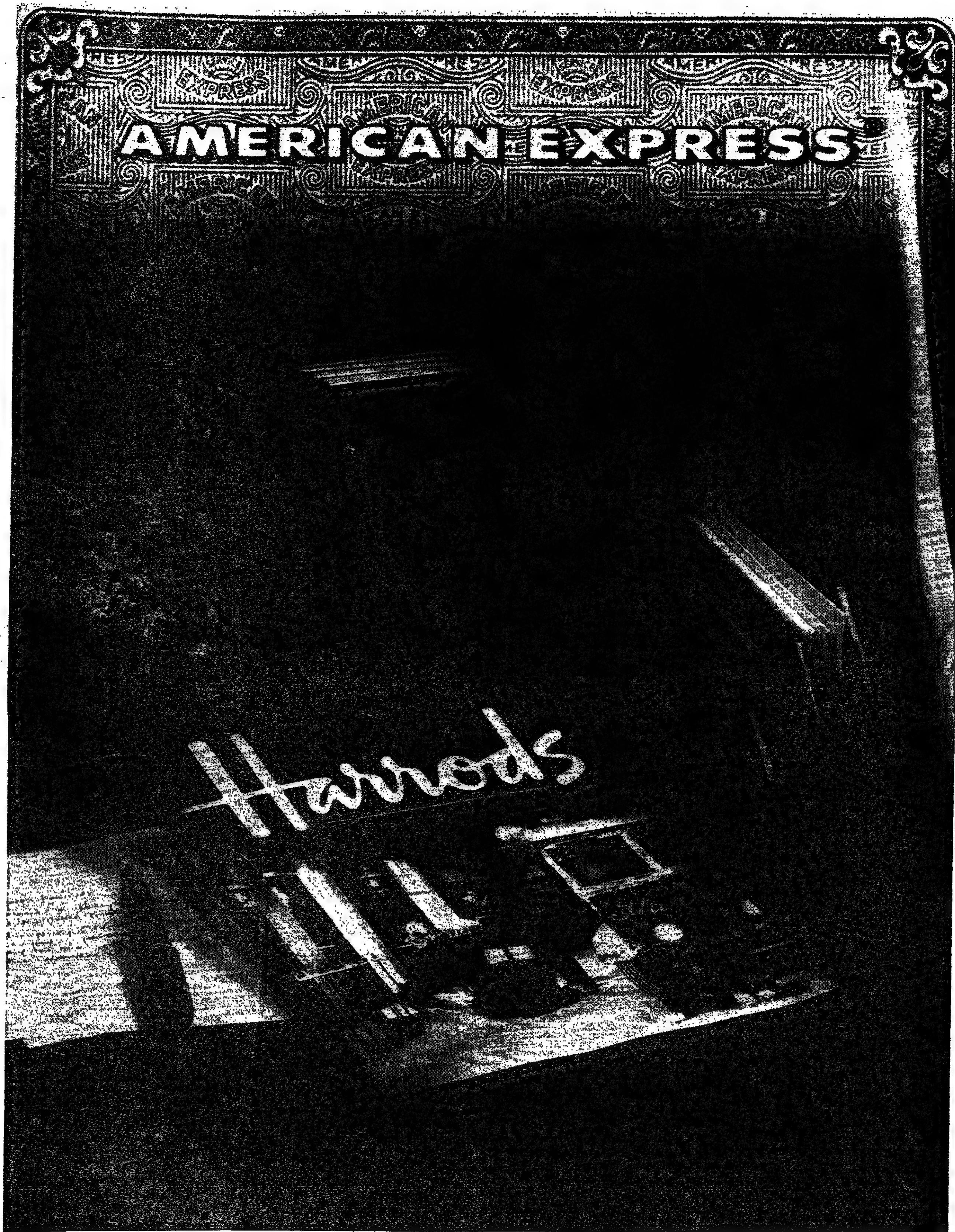
If you care, please send a donation to: Mencap, Freepost, London EC1B 1AA.

Name _____
 Address _____

Cheques/P.O.s to be made payable to Mencap. Tick box if receipt required. ☐

ROYAL SOCIETY FOR MENTALLY HANDICAPPED CHILDREN AND ADULTS





Naturally Harrods. Naturally the American Express Card.

Harrods and the American Express Cards are the natural combination this Christmas.

And what better way to enter the spirit of the occasion than with the Harrods Christmas Magazine?

It sparkles with entertaining features such as "Christmas at Harrods," "Champagne - the Wine of Happiness" and "Dear Harrods."

And, of course, there are over 80 pages of fine gifts from the finest department store in the world.

The Harrods Christmas Magazine is available at Harrods or at leading newsagents, price £1.50. It is also available by post from the Store to an UK address, price £2.45.

When you do visit us, remember there's one card that Harrods always look forward to receiving at Christmas.

The American Express Card. Naturally.

AMERICAN EXPRESS at Harrods



Your management isn't short of energy. But is your energy short of management?

In industry and commerce, the emphasis today is on the more efficient use of energy for greater profit.

At the forefront of this trend, the gas people have developed new technologies which offer payback periods as short as six months. The examples below prove that efficient energy management could be the key to greater profits for your company.

Liquid Heating leaves the steam age.

Until recently, most industrial liquid heating was carried out using steam supplied through transmission systems, a method which involves large energy losses.

A more effective use of the prime fuel is now possible using a high-intensity gas-fired immersion tube heating system developed at the Midlands Research Station of British Gas. A profitable application of this system is currently in use at a factory in Oldbury, West Midlands.

The wide range of steel tubes produced there are passed through heated tanks containing a variety of aqueous solutions during manufacture. Until recently all the tanks were heated by steam—but a programme is now under way to convert them to direct gas heating.

The first tank was converted as a pilot scheme for the rest of the site. Prior to conversion, the cost of steam for this tank was £179 per week. An immersion tube heating system was purchased from one of the licensees appointed by British Gas, and this was installed under the supervision of West Midlands Gas.

The performance was monitored by Midlands Research Station personnel, and an efficiency of over 80% was recorded with a running cost of £72 per week. This represents a saving of 60% which will recover the cost of the system in about six months. Conversion of a further 12 tanks is now in train and the ultimate savings are estimated at more than £65,000 per year.

How British Industry is recovering from the flue.

Some high-temperature heating systems—such as batch-operated forging furnaces—can waste over 70% of their heat input as a result of heat loss by the discharge of flue gases.

The latest design of recuperative burner, developed by the Midlands Research Station of British Gas, recovers a significant proportion of this waste heat by using the flue gases to preheat the incoming combustion air in an integral heat exchanger.

A Darlaston factory is currently using such a system to save significant amounts of energy and money.

The annual fuel bill on one of the forging furnaces alone has been reduced by £5,000.

Two recuperative burners were installed for a field trial, the design being the result of a development programme to improve performance, reduce costs and simplify maintenance.

Detailed records of fuel consumption and production rates have been kept for the recuperative burner fired furnace and other similar units without heat recovery. Comparisons show that the furnace with recuperative burners uses some 46% less fuel.

The 12 month field trial is now complete, the system has proved reliable and the company involved are now in consultation to convert more furnaces. The cost of converting each furnace is around £6,000, which gives a payback period of just over a year on five-day single shift working. With an improved level of furnace utilisation, this payback period could be even shorter.

Profit from our experience.

If these high-efficiency developments—or perhaps even more important, the "Energy for Profit" philosophy behind them—interests you, you owe it to yourself—and your shareholders—to find out more.

For details write to the gas people—British Gas, Technical Consultancy Service, 326 High Holborn, London WC1V 7PT.

WONDERFUEL GAS

FROM THE GAS PEOPLE

Gas

THE TIMES DIARY

A bird by any other name

The boycotting of Roald Dahl, on account of his anti-Israel article in *The Literary Review* has been short-lived. A pack of three of his children's books are now on sale at Marks & Spencer. The idea came from Penguin directors Peter Meyer and Tony Lacy who sold M & S an initial order of 10,000 books. For the purposes of the deal the Penguin logo has been removed from the cover of the Dahl books, which are now printed with the label of that most bountiful and civilized of patrons - St Michael.

Howe about that

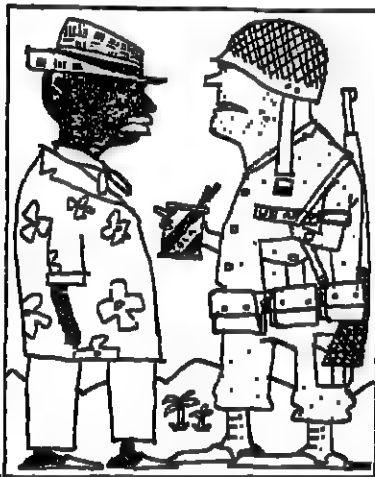
Lord Thomas of Swynnerton, foreign policy adviser to the Prime Minister, is a keen supporter of President Reagan's invasion of Grenada. It is thus a fitting coincidence that his forthcoming novel, *Havannah*, is a vivid account of a courageous British invasion of the Caribbean in the eighteenth century. Less fitting perhaps that a key hero in that campaign is a Brigadier Howe.

Puzzling planner

Staff at the Independent Television Companies Association, the organization which coordinates the affairs of the 15 independent television contractors, are puzzled by the behaviour of their new programme planning director, Colin Shaw. He spends all day in his office and behind the closed door can be heard the sound of very rapid typing. It is thought that Shaw, until recently the deputy director of the IBA, might be moonlighting for the BBC. His six-part thriller, *A Story with Pictures*, has already found a home with Radio 4.

Clifford-Turner, the London solicitors for Banco Ambrosiano have made a rather macabre choice of company Christmas card this year. Admittedly, Clifford-Turner's offices are close by Blackfriars Bridge but while memories are still fresh of Ambrosiano's Robert Calvi sending up beneath the arches, the card, which shows a view of the bridge, doesn't strike one as particularly festive.

HARRY FANTONI



"Say, what's this cricket everyone keeps saying it ain't?"

Oil and water

The Welsh Water Authority is in splashy pursuit of the Aqua dollar. A brochure in Arabic, French and English has been distributed in the Middle East claiming it would be cheaper to import water from Wales than desalinating it from the sea. The WWA plan involves pumping water from the Llyn-Venrhydd reservoir to Milford Haven from where it would be exported in redundant 250,000 tonnes oil tankers. Seven potential buyers have already expressed an interest. I hope some of the stuff remains in Wales - it could come in useful for putting out fires in weekend cottages.

Paper-chase

Several readers have written to complain about the treatment they received after visiting the Burlington House Antiques Fair. Not only were their handbags searched on their way in, but also on their way out, just in case they had managed to shoplift a walnut bonheur de jour or golden chalice. One hopes that the Queen Mother was not subjected to this suspicious treatment when she visited the fair. What caught her eye was some eighteenth century Chinese wallpaper, the same design which she had chosen herself several years ago. Sixteen rolls of the paper were on display - far too many to be smuggled out in a handbag.

Thames Television chairman, Hugh Dundas, has been complaining that his company's enforced subscription to Channel 4 has resulted in loss of profit. Even so, Thames is not tightening its belt: the company's reception area was recently refurbished at a cost of £250,000.

Coo and bill

An unpaid telephone bill results, predictably enough, in a disconnected phone. Musician and filmmaker, Vivian Stanshall discovered that an overpaid bill brings the same unkind cut. Mr Stanshall received a telephone bill for £310.51. Absent-mindedly, he filled in a cheque for £310.53. His cheque was returned for amendment - although it would have been less complicated to allow him 2p credit against his next bill. Before his amended cheque had time to hit the local British Telecom doormat, BT pulled out the plug.

PHS

Cruise: Britain out on a limb

by Oonagh McDonald

We are told that the first cruise missiles may be arriving at their bases any time from today. With little sign of agreement at the international talks on nuclear forces, the Prime Minister alone has no qualms. Other European leaders are loudly urging President Reagan and Andropov to reach agreement. The sound of Mrs Thatcher's support for arms reduction is faint by comparison. In the clamour of debates such as the one in Parliament yesterday, the importance of this difference is in danger of being lost.

Her strident support for deployment is damaging because, as Willy Brandt, the former West German Chancellor, has said, "It encourages narrow-minded people in Washington". It is now clear that it was Washington's decision to deploy the missiles in Europe as part of an overall modernization of NATO's nuclear forces.

In the words of Rear Admiral Carol, who was Deputy Director of Operations of the US forces in Europe under General Alexander Haig, "Anyone who believes that the initiative for deployment originated with Europe believes in the Easter Bunny".

Rear Admiral Carol was closely involved in the original missile deployment decision and in his view "there is not a single military man in any service in NATO who will justify these weapons in military terms". The Americans were thus prepared

to help their European allies sell the new weapons by offering the "twin-track" proposal - that is, to deploy the missiles by December 1983 unless the Russians removed their SS20s. The Geneva talks on intermediate-range weapons were never intended to be taken seriously. In June Mr Richard Perle, US Assistant Secretary for Defence, admitted in private that the deployment decision had been a mistake, proving "difficult to implement". Mrs Thatcher's rhetoric strengthens the determination of those in Washington who want to go ahead with deployment and brush aside fears about its unforeseen consequences.

The Bonn government is plainly worried about the extent of domestic unrest. Only a third of West Germans support deployment even if the Geneva talks fail.

More nuclear weapons, all under US control, are concentrated in West Germany than anywhere else in Europe. When the Pershing II's arrive Germany will have nuclear weapons targeted on Russia for the first time in many years.

Willy Brandt says: "Bonn would like to find a way out", but is "too afraid of difficulties with Washington". Similar doubts have divided and held back the

governments of Holland, Belgium, Italy, Denmark and Greece.

As Brandt warns: "Nothing is gained for the alliance if we deploy some additional missiles and lose the support of the hearts and minds of millions of people concerned. This support is also an element of strength and security". Against that background of domestic unrest and stalemate at the talks, it is not surprising that many NATO leaders are increasingly nervous about deployment as the arbitrary December deadline draws near. No doubt Mrs Thatcher regards their fears as weakness, but she ignores them at her peril.

Deterrence, as the Prime Minister surely recognizes, is not just a matter of weapons - it requires unity of will and purpose. We are not a nation of pacifists. Britain cannot be isolated from her NATO allies to stand alone against Russia's might. That could work against a non-nuclear Argentina but not against the Soviet nuclear arsenal. Mrs Thatcher's speeches imply isolationism, which could harm Britain's financial and economic future and, even more importantly, intensify divisions in NATO.

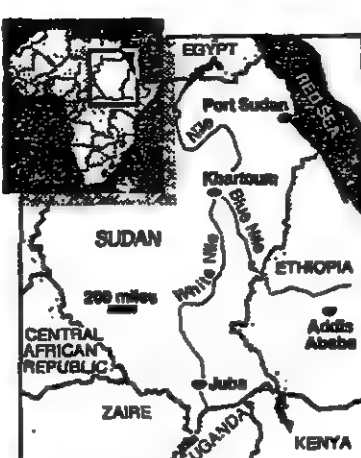
It makes sense, given all the risks, for Britain to join the growing demand for a pause in deployment. There is nothing to be lost and everything to be gained. The author, MP for Thurrock, is Opposition junior spokesman on defence.

Charles Meynell sees Sudan heading for civil war

The juggler misses a throw



President Nimeiry running out of options



A bloody civil war is unfolding in the vast and remote tracts of southern Sudan. War has been simmering since May, when southern troops began to mutiny and defect from army garrisons throughout the southern region.

Now the rains are over, the land is drying and the anti-government guerrillas are on the offensive in the fight for the secession of southern Sudan. Southerners are fearful, but most of them agree.

It has happened before - from 1955 to 1972 - when about a million people died. In 1969 a 39-year-old colonel, Gaafar Nimeiry, seized power in Khartoum and set about finding a political solution to the civil war which since independence in 1955 had preoccupied successive governments and prevented economic development.

In 1972 Nimeiry and his government signed the Addis Ababa agreement with the southern guerrillas, the Anyanya. It provided regional autonomy for the south, entailing three regional governments and a regional peoples' assembly in Juba with a High Executive Council to oversee the whole of the south. The president of the council was to be national vice-president.

The arrangement was a compromise, but it worked after a fashion for 10 years. The south, which has the resources and agricultural potential the north still needs today, was beginning to establish the means for economic development with the help of international aid. All this is now on the verge of grinding to a halt.

Nimeiry, having in 1971 purged the communists on whom he had once relied, began to cultivate the West, and by the mid-1970s was seen as a firm western ally in a much-troubled region. Ethiopia had its own longstanding civil war and was beholden to the Russians and their allies. Uganda was anarchy. Chad, maddened from one battle to another, Gaddafi's Libya was alarmingly unpredictable and belligerent, and Egypt remained central to Middle-East conflagrations. Little has changed in the region.

Now, almost suddenly, southern Sudan is burning. Islamic (Sharia) law has been imposed by the Islamic north on the Christian south and Nimeiry's future looks bleak. What has happened?

The first thing to observe is that Sudan - the biggest country in Africa - is too big for a central government to manage. The 1972

agreement with the southerners and the division respectively of the north and south into three regions last June was in theory a devolution of power. In political reality, however, it was presidential "divide and rule".

Nimeiry is not a statesman, but an excellent juggler. He failed to make his party - the Sudanese Socialist Union (SSU) - into anything more than a bureaucratic repository for politicians he wanted to neutralize. His secret service, not the SSU, became his executive arm. Any emerging nucleus of power, whether in the armed forces or among politicians, was divided, ostracized or imprisoned.

As a result Sudan is bereft of institutions. Even the army is almost leaderless, certainly demoralized. Nimeiry, perhaps weary of even cursory attempts at political consensus, has retreated progressively into whimsical isolation, discarding advice and becoming increasingly ill-informed. This could explain the apparent lack of will to keep the south happy, followed by a turning in September to Sharia law, despite the fact that 25% of Sudan's 20 million population is non-Muslim.

The only obvious logic behind this is the possibility that Nimeiry now has to undercut the Muslim Brotherhood - the one remaining "opposition" organization with any power. But that benefit is outweighed by the incentive it has given to southerners to make an outright fight for secession. Even if the southerners were not already itching for a fight it would be difficult to implement Islamic laws without

legislatively separating the Christian south from the Muslim north.

The south's case against Nimeiry is that the Addis Ababa agreement was scrapped by presidential decree contrary to the wish of most southerners, that the regional government in Juba was disbanded in favour of three southern regions, that Nimeiry appointed stooges as governors of the new regions, and that at every turn Khartoum has imposed itself.

Greatly adding to the north-south rift is the vast amount of oil in the Nile river basin. So far most of it has been found in the south by the American company Chevron. In the political circumstances the south wanted some direct benefit. But a decision has been taken, after much prevarication, to ditch the idea of building a refinery in the south and to build a pipeline direct to Port Sudan on the Red Sea.

In the midst of all these acrimonious debates came the government's decision early this year to move more southern troops from the south to the north. The Addis Ababa agreement stated that the south should be garrisoned with 6,000 southern and 6,000 northern troops. Many southern troops had for years remained in the south, and not least for family reasons were loath to move. A mutiny at Bor against this move was followed in quick succession by similar insurrections in about 15 other southern garrisons.

Taking their weapons, up to 1,000 southern soldiers, mainly from the Dinka tribe, have joined the Anyanya II guerrilla movement. Led by a Colonel John Garang (who has a doctorate in economics), they

include about 12 fairly senior army officers. There are now almost daily reports of attacks on government troops and massacres of villagers. Thousands of southerners have fled to Ethiopia, where some of the guerrillas have been trained.

The immediate future is explosive. Anyanya II is highly motivated, and has a core of professional officers, a good supply of small-arms and ammunition and the support of most southerners. Northern troops have little motivation and can be expected to be panicked into further indiscriminate killing and razing of villages. As a result all southerners will be forced sooner or later to take sides in a north-south confrontation in which there will be no middle ground.

Nimeiry might still reckon that he can woo the Equatorial tribes of the extreme south into remaining aloof from Anyanya II. But the chances are very slim, especially after the introduction of Islamic law.

Southern Sudan is a double tragedy. Northern Sudanese Muslims are an easy-going people, drawn into the desperate politics of what appears to be a benevolent dictator turned despot. Most educated northerners, including many army and service officers, view the resurgence of the southern problem as a consequence of political ineptitude. And those southerners now fighting in the forests are aiming for a secession which is almost certainly unobtainable.

They argue, rightly, that the objective case for a separate sovereign state of the south is better than for any other of Africa's disputed territories. They plead an identity with western culture and religion and draw parallels with Biafra. But the West can only sympathize; it can hardly support secession. The heady days of Biafra are over.

The only conceivable way out of the crisis now is for Nimeiry to offer the south another opportunity to establish something similar to the former High Executive Council, and to acquiesce at once to a number of less consequential southern demands. That might just avert civil war. Nimeiry's own downfall and the serious repercussions which those occurrences could have in a region already wracked by four intractable civil wars.

The author is editor of Africa Confidential.

Turkey three years on: just what the general ordered



General Evren: "I have always been an optimist."

regards as fair, if rough, justice to politicians, terrorists, unionists, journalists and others who have felt the biting edge of the regime.

Only the clipped tone of voice gives a military impression. "Just imagine a country which has a democratic, parliamentary system, with its constitution, its institutions and its legislation. But imagine, too, that in that country the people are disturbed, and each day 30 of them lose their lives... Parents were worried for their children. Parents were concerned about the safety of their children. Schools, be it higher education, or even primary schools had become nests of anarchy. The students were injected with ideology and could not continue to study in normal conditions. There were free

labour organizations which instead of dealing with the problems of the workers indulged themselves in ideology. Factories were occupied and illegal strikes were organized."

On the delicate subject in Turkey of human rights, the president said: "Naturally citizens do have the right to life which they could not exercise. People were afraid that someone might knock at their door, afraid of theft or of death."

"Terrorists and anarchists could shoot at the police but the police could not shoot back and if they did, they would be arrested. The economic situation grew worse each day. Inflation reached 100 percent and prices rose daily. The freely elected

parliament which was to find solutions to all these problems did nothing."

This brought the general to his essential argument that then, as before, Turkish public opinion looked to the fighting services: "Naturally the Turks turned for hope to the armed forces because they believed that, as had been the case in the past, only the armed forces could clean up the situation, and put an end to this disastrous road so that Turkey would once again be able to live in a democratic regime. They were forced to 'take over' and did so very reluctantly."

He touches on the problem of difficulties with some Western countries over the human rights question in his answer to a question on foreign policy. When he took power in 1980, he issued a statement that foreign policy had been determined by Ataturk and that Turkey would remain loyal "to all its friendships and to all the alliances to which it belongs, and that there was no change in this. We tried very hard not to deviate from this policy. But there are some forces and circles which try to separate Turkey from Europe. These forces exist both inside and outside Turkey. One of the countries trying to separate Turkey from the Western community of nations is our ally Greece."

In these last three years, General Evren saw the achievements of the regime as the elimination of terrorism and anarchy, greater economic stability and a cut in the inflation rate to 25 per cent.

As for Turkey's future, he said: "I have always been an optimist, never a pessimist. We have our forthcoming elections. The parties will be represented in parliament in accordance with their rate of success at the polls. I do not believe that in the period after the elections and the new parliament and the new government is installed what happened before 1980 will be repeated. I do not think so..."

Peter Nichols

Roger Scruton

Peace is not just the absence of war

How can the "peace movement" be cured of its ruling illusions? How can it be brought to see that peace requires, not the absence of war, but the absence of war, that war exists just so long as enmity is not deterred, and that enmity - towards our freedom, our institutions, our custom, our religion and our ideals - has existed unaltered since 1917?

I do not know the answer to those questions. But I do know that "peace" means something more than the absence of war, and that, without that something more, the constant threat of war induces an unbearable longing for peace, a longing so great that men will throw down their weapons under its influence, believing that fate will not harm them, who intend no harm.

That is a religious belief, and the error of the "peace" movement, as it is to have transferred on to the world of human relations a sentiment that attaches properly only to God. If God exists, then indeed he can do no harm to those who intend no harm. But "harm" is not, in God's eyes, what it is in ours. For God intends our death: the death of each of us individually, and (who knows?) perhaps the death of all of us together. A human being guilty of such an intention is indeed the enemy of peace. But that is because men are motivated differently from God, and because the peace of God is something other than the peace of man.

For us, "harm" has an earthly meaning, and includes such catastrophes as sickness and death. There is a certain impurity in supposing that we can guarantee that men will not produce those harms, by renouncing the intention to deter them. For this is to base our attitude to other men, not in a recognition of their partial evil, but in an illusion of their perfect good. It is to suppose that we should exchange provisional trust for absolute faith, and so make man, not God, the object of our worship.

Idolatry of the merely human is a normal feature of modern experience. It need not be dangerous, even if it is always faintly ridiculous; it becomes dangerous only in the face of genuine human enmity, for then it threatens peace. Men need peace, and of both kinds. They need the partial peace of human coexistence, and also the absolute peace of worship, in which they are reconciled to their condition. The old liturgies provided the language through which an image of that absolute peace could be briefly entertained. The cause of peace - of true peace - is therefore inseparable from that of liturgical tradition. The peace of the liturgy is a peace of reconciliation, which is granted only because we are permitted to see ourselves, for a moment, outside human conflict, set like a jewel in God's ring.

Now fashion me, the last stone
On one of your thousand rings.
Oh God - and I shall be filled
With good things, and with peace.
Having touched on the theme of

the opera from which those lines are taken, I can now turn to what concerns me: the work itself. How is it that this, which combines one of the greatest scores of our century, with the most poetic of modern librettists, should have been presented only once in London during the 65 years of its existence, and then by a company of adventurous amateurs? How is it that a work of art that touches on the most vital issues of our time - the survival of religious and political traditions, the meaning of the liturgy, and the need for a more than human peace - should remain so neglected? I refer to Hans Pfitzner's *Palestrina* the sole work of genius by a composer who matched, in this opera, a chaste and noble musical style, with poignant and perceptive drama.

I am not blaming the opera houses. I have the greatest respect for all that they have recently done. Thanks to their efforts - and the efforts of the English National Opera in particular - we know that Janáček, Berg and Britten are the virtual peers of Verdi and Wagner. We have been brought face to face with powerful and demanding works, such as Scriyanowski's *King Roger* (whose stupendous score just manages to survive the deflating effect of its sawdust libretto, and Schoenberg's *Moses and Aaron*, an opera that likewise suffers from its composer's total lack of literary judgment. But if such things can be attempted, why not *Palestrina*? It surpasses them in majesty and mystery, and in addition, it confronts the modern listener with issues about which he simply has to care. If he is to exist critically and consciously in his times.

Pfitzner's hero lives, as we do, in a period of spiritual conflict. He has lost his strength and inspiration, and cannot hope either to understand or to emulate the new musical styles that threaten the rule of polyphony. It is the time of the Council of Trent. The liturgy that had, until then, survived untroubled, can now survive only because human consciousness takes note of it. *Palestrina* remains loyal to his tradition, and finally achieves both the liturgical renewal that is politically required of him, and the inner tranquility which is his heart's desire. In the delicate movement of this private drama, Pfitzner shows a small attempt to bring an end to vast human conflicts. It is successful, but only because it has the more than human peace of the individual as its primary aim, and because the individual in question refuses to renounce the tradition and experience that created him.

We Europeans, who wish never again to know the reality of war, should take a lesson from this work of imagination. We should see that peace is treated only in the human soul, but also that the human soul must work to preserve the institutions which contain it. Perhaps - whether or not inspired by such a philosophy - some composer of the opera house will now help us to judge whether it is true.

Louis Blom-Cooper

A wrong weapon for fighting crime

The Home Secretary is clearly embarked on a penal policy radically different from those of all his recent predecessors, Labour and Conservative. While there is a firm commitment to build more prisons to alleviate overcrowding, the twin aim of drastically reducing the prison population has been abandoned.

To be fair, Mr Brittan has declared himself in favour of keeping minor offenders out of prison by providing the courts with the power to impose alternative punishments, and he says he favours the "shortest reasonable" sentences when imprisonment is unavoidable. But he has made no direct appeal to the courts to help in substantially shortening the time prisoners spend in custody.

Instead, one onus for reducing sentences will fall on parole boards. Thus the question of how long a prisoner should stay in prison is being shifted perceptibly away from the judges to the executive, a dangerous precedent.

As far back as June 1977 the Advisory Council on the Penal System recommended that the courts should pass much shorter sentences for run-of-the-mill cases. It argued that there was no reason to suppose that longer sentences had a greater impact on the prisoner than shorter, and that the length of sentence made no difference to whatever deterrent value imprisonment might possess.

Successive Home Secretaries warmly endorsed the proposition and the Home Office has persistently advocated its adoption by the courts.

In response, the Lord Chief Justice and his colleagues in the Court of Appeal (Criminal Division) propounded a reduced use of imprisonment in a wide range of the less serious property and non-violent offences. But the response at lower judicial levels left much to be desired.

While there was some initial moderation in the length of prison sentences, the general pattern of sentencing has remained depressingly unaltered. Circuit judges and magistrates show no perceptible willingness to use powers of imprisonment more sparingly.

Indeed, magistrates dealing with young adult offenders in the first six months of the new system established by last year's Criminal Justice

Act, appeared to be ignoring the plea for using the short, sharp shock of the minimum three weeks' detention in a detention centre. (It is perhaps a little too early to conclude that this trend will become the regular pattern of sentencing for young adult offenders, but the signs are ominous.)

If it is necessary to curb sentencing powers, it should be done constitutionally - by legislation. Mr Brittan's proposals for the hard end of the penal spectrum - the violent, dangerous offender - are nakedly retributive. He means to punish, and to punish severely those who commit the worst crimes by reducing if not taking away any prospect of early release on parole.

He has done this in spite of his implicit acknowledgement of the criminological evidence strongly suggesting that even the mandatory imprisonment of convicted offenders for long periods does not materially affect the total volume of crime.

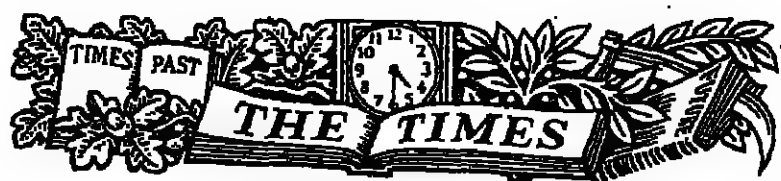
Mr Brittan's justification is the fact that in the past the framers of penal policy lamely failed to understand, care about or share the values and fears of the majority of people. He believes that adherence to past policies has weakened public confidence in the criminal justice system.

This new policy, which abandons the idea of a reduction in the prison population, radically departs from that of all other Western European countries. Their policy, actual or evolving, is for minimizing the use of criminal justice - and more so incarceration - to cope with the mass of offenders who now go to jail.

Britain's isolation might be acceptable if the policies adopted here were to have any influence on crime control, but all evidence suggests they will not.

The new policy is the least helpful to the police, the courts, the prison service and the probation service - none of whom has given it public support. For once it is not just the penal reformers who oppose penal measures, those at the heart of the administration of criminal justice and the penal system privately express doubt and misgivings, and even outright opposition.

The author is a QC and chairman of the Howard League.



P.O. Box 7, 200 Gray's Inn Road, London WC1X 8EZ. Telephone: 01-837 1234

PERONISM IN DEFEAT

Senor Raul Alfonsín has once and for all ended the era in which Peronism could claim to be the unique mass party of Argentina, an era which lasted nearly four decades. It is a famous victory for a man who until recently looked like remaining in a minority, within a minority, and it is a triumph of democratic campaigning. The best man won.

Senor Alfonsín is the most lucid figure to emerge in Argentine politics for a long time. He has worked to restore the separate identity of his party and revived its vocation to govern: the Radicals are the oldest democratic force in Argentina, and were not always to be dismissed as "a middle class party". He opposed the Falklands invasion without equivocation. He intends to reform the armed forces, reduce them in size and confine them to a proper role in the nation's life. He will seek resolution by the courts to the problems posed by the crimes of the last decade. He has announced that he will democratise the unions and free the Argentine workers from the abuses of corrupt leadership. He has campaigned everywhere on these issues with admirable frankness and courage, and he has got his reward.

"We have won, but we have defeated no one." That is a

generous pronouncement in victory, and some Peronists at least have reacted in similar spirit. But the defeat of Peronism is too palpable to be hidden, even if it can be argued that in so many ways the party defeated itself. It could not provide a credible alternative, or even decent semblance of unity. The movement is paying for its pride, which led it to assume that Argentine workers would go on voting for it however boorish some of its leaders might be, however much it lived in the past, however much it failed to face up to so much of the past it lived in. It was Senor Alfonsín not Senor Luder who got the true meaning of the Churchillian adage "trust the people".

The fall in the Peronist vote in some strongholds and the poor showing of some of the more disreputable candidates shows that the people are not to be taken for granted, but will reject those who assume that nothing has changed, and that elections do not need to be fought. Too many Peronists have underestimated the maturity of their own following. In defeat the party will have to reconsider its ways. Its unions have been proved an uncertain political force and conspiracy with soldiers an electoral liability.

The President-elect will wish to delay his assumption of power

as little as possible, and in the face of the mandate of these elections the date may well be brought forward. He has now the support for a critical hundred days, and the state of his country requires exceptional measures. Inflation is approaching 400 per cent a year, and in Argentina elections usually accelerate it. Measures must be taken over the foreign debt. To bring those problems under control while pursuing the urgent tasks of political regeneration which are equally unavoidable will require the greatest political skill. Argentina's neighbours will watch particularly closely.

Argentina's foreign policy will be reshaped. Senor Alfonsín will seek an accord with Chile on the Beagle Channel dispute and will support the Contadora Group on Central America. This will not make him the less nationalist or anti-imperialist, and on the question of the Falklands his election may be thought to propel the ball more firmly into the British court than a Peronist victory would have done. The radicals will not formally end hostilities without some signs of British concession, but they renounce the use of force. We can still say that one step in the right direction is no more than a step. It is still a bigger step than was expected.

SECULAR AND SECTARIAN

Mr R. A. Butler's settlement of the century-old religious question in English state schooling has proved remarkably enduring. Teachers and parents remain broadly satisfied with the daily act of collective worship specified by the 1944 Education Act, even as its Christian content has become diluted. Working relationships between the local education authorities and the churches are good. Together the Established and Roman Catholic churches own nearly one third of all English maintained schools: the state inspects their secular teaching and, according to a school's status, helps with appointments, salaries and building. These "voluntary" schools are almost entirely Christian; a tiny number of Jewish schools (21 out of 8,200) are supported on parallel, uncontroversial lines.

It now appears that the present government's praiseworthy emphasis on parental choice in education may have sown the seeds of change in the religious order in education and, possibly, widened the scope for disagreement. Section 13 of the 1980 Education Act, put through by Sir Keith Joseph's predecessor, Mr Carlisle, makes it easier for parents and teachers associated with existing independent schools to approach the government for support; makes it difficult for a Secretary of State who already is the signatory to one hundred "special agreements" with denominational schools to refuse a reasonable bid for voluntary-aided status.

Taking advantage of the provision the Orthodox Jewish

promoters of the Yesodei Hatorah Girls' Primary School in Stamford Hill, Hackney are applying (for a second time) for state support. The application has cogency. The school, which charges only small fees, has mobilized intense parental interest in a Hassidic community of determined beliefs. But the parents and their religious leaders see no obvious break between denominational faith and a way of life, between religious observance in worship and observance in everyday life: at this point the Butler consensus becomes fragile and Sir Keith is faced with a difficult decision.

To non-Orthodox eyes the school's religious fervour, its acceptance of a diminished and subordinate role for women are dismaying. But no one has suggested that it breaches public law (notably the Sex Discrimination Act of 1975 - even if it did, Sir Keith has power to waive that act's application for a transitional period). Nor have any of its secular educational practices, yet shown themselves as so outrageous that Her Majesty's Inspectors have visited, as they are empowered; though the inspectors from the Inner London Education Authority do not like the school one jot. Unless the Hackney Jewish leaders adamantly refuse to share power over staffing and curriculum with governors appointed by the IEA as they must under voluntary status, then Sir Keith should look again at this application.

Yet he knows and ought to make public his knowledge that there are wider issues raised by

this test case. Inevitably they concern money. By his own department's calculation the IEA is wildly "over-spent"; it is tardy in reducing its school places in line with falling rolls; a new commitment by the IEA in Hackney would put additional pressure on redundant maintained primary schools; all these problems fall into his lap when, under the measure for reorganizing London government, he effectively takes direct control of the IEA some time in 1985.

The wider issues also concern the limits to the concept of public education. With taxpayers' and ratepayers' money come obligations not just in terms of the public health acts nor even the 1944 Education Act's sketchy references to curriculum: there is a national programme of educational values which - no paradox - the existing voluntary schools themselves work to uphold. Sir Keith has rightly been pressing for more uniformity of school curriculum; he is aware of the dangers of fragmentation and excessive local diversity. Hackney might well encourage the several non-Christian groups in Britain which are discontent with state schooling. Ideally parental enthusiasm, religious or otherwise, marries with a wider civic obligation. It is Sir Keith's right and his duty to negotiate with the Hackney Jewish leaders and, if necessary, place a barrier between denominational teaching and secular instruction. In a free society they have another avenue - albeit impoverished - their school now possesses.

BACKBENCH DRIVING

John Hoskyns did not rail against the Establishment in Friday's Commons debate the Civil Service, the first for five years, addressed itself some of the issues Mrs Thatcher's former senior policy adviser wishes to see at the top of the political agenda including the ability of the central government machine to develop a strategy for the long-term recovery of Britain. Nobody had a good word to say about Sir John's suggestion that a substantial infusion of politically appointed outsiders should be made into the upper reaches of Whitehall. But it was significant that Mr Edward du Cann, chairman of the 1922 Committee and former chairman of the two most influential Commons select committees, on public accounts and the Treasury and Civil Service, should seize upon other Hoskyns themes.

In the past ten years Mr du Cann has become the chief steward of backbench power, making much of the running in the movements which led to the new select committee structure

and the first steps towards a reassertion of Commons control over the supply estimates. Many of the causes he has pressed have eventually been taken up by government. On Friday Mr du Cann guided the debate towards the constitutional issues that matter, the nature of Civil Service power and the imbalance he sees between elected persons (ministers and backbenchers) and appointed persons (officials). His thesis was convincing. Without greater openness and accountability in Whitehall public confidence in the public service will not be restored.

What was particularly refreshing about the du Cann analysis was its emphasis on the primacy of Parliament which must offer clearer leadership to the bureaucracy if it is to tackle the agenda set by Sir John Hoskyns. Sir John and Mr du Cann are as one in recognizing the need for hard analysis and the development of a long-term strategy if economic decline is to be arrested and reversed. Mr du Cann wants Parliament and the select com-

mittees in particular to play a significant part in the process. He believes the performance of those committees since 1979 has shown that civil servants now have a wider role - to serve not just ministers but backbench MPs as well by coming and giving evidence at select committee hearings.

In the next few weeks the departmentally-related select committees will be reconstituted with a substantial number of the new MPs drawn into their membership. Mr du Cann set them a high and ambitious task on Friday. There is a long way to go. But there are signs that Parliament is, at last, turning its attention to serious, if less obvious, matters that transcend the customary divisions and factions of political life. Outside critics and catalysts for change, like Sir John Hoskyns, are indispensable to any dialogue leading to the reform of Whitehall. But constitutional health requires that, at some stage, Parliament picks up the torch and becomes that pathfinder.

Religious insight

From Fr Deryck Hansell, SJ
Sir, If *trinitas* is a feminine noun in Latin, and therefore "can express the feminine face of God" as "Trinity" in English cannot (letter, October 26), one is led to wonder about other "feminine" faces of tables language: the feminine face of the angel example (*mensa*) or the angelic nature of sailors (*navia*, a

masculine noun with feminine endings).

Julian of Norwich's insight into the motherhood in God is at once more subtle and more trinitarian.

Yours faithfully
DERYCK HANSSELL,
St Ignatius' Presbytery,
27 High Road, N15.
October 27.

Female of the species

From Professor B. A. Thrush, FRS
Sir, I have just received a letter addressed to Prof. B. A. Thrush. Would the corresponding feminine form be "Proforma"?
Yours faithfully,
B. A. THRUSH,
Department of Physical Chemistry,
University of Cambridge,
Lensfield Road, Cambridge.

Fear of clash on farm tenancies

From Mr Peter Trumper and others
Sir, We are responsible, between us, for the management of more than two million acres of agricultural land let to tenants; land which is owned by individuals, institutions, charities, pension funds, local authorities and others.

The Agricultural Holdings Bill, just published, contains a large number of much-needed amendments to existing legislation, which we welcome. But the proposal to introduce a new, artificial, legalistic rent formula is bound to lead to bitter dissension between landlord and tenant, which can only do harm to the industry.

The declared intention of the Bill is to encourage landowners to let more farms; in our opinion it will have precisely the opposite effect. No owner can be expected to let a farm if almost all the advantages lie with the tenant. The parallel of what has happened to rented houses is all too obvious.

The landlord and tenant system accounts for more than one third of British agriculture. Almost everyone within the industry thinks that it is very much worth preserving and improving. The rental clause in this Bill will do great damage to it.

Yours faithfully,
PETER TRUMPER (Chittons),
SIMON GRAY (Smiths Gore),
BRYAN KEATLEY (Humberts),
PETER LEE (Strutt and Parker),
JAMES NEWTON (Cartier Jonas),
FRANCIS PEMBERTON (Bidwells),
JEREMY WILSON (Seavills),
c/o Chittons,
5 Great College Street,
Westminster, SW1.
October 31.

From Mr T. H. Guyatt
Sir, I am 85 and can remember the days when successful tenant-farmers told me how they started as farm labourers, getting a bit of land and selling their produce from door to door by means of a horse and cart.

I hope that Mr Henry Fell and his colleagues (October 23) will have every success in persuading the minister to find ways of creating more tenancies - but for whom? Farming, like so much else, has become big business and one has, I imagine, to be pretty well breasted to be able to rent, stock and provide machinery and equipment for a 2,000-acre farm on which the landlord requires fair interest on the £2,000 or so an acre which he paid for it.

If we come down to the small farm (is the smallholder extinct?) it must all, to some extent, be provided, even on the poorer land.

I should be more than happy if Mr Fell could assure me that there is still a farming ladder up which those who love the land, but lack the wherewithal, are able to climb. Yours faithfully,
T. H. GUYATT,
The Romans,
Beacon Road,
Crowthorne,
Surrey.
October 25.

Planning for leisure

From Mr J. W. Lambert
Sir, Sir Ian Hunter (October 24) raises a matter of great importance and potential benefit to the future of civilised life; and I hope Lord Gower, as Minister for the Arts, will feel able to take it seriously, even in today's inhospitable climate.

Sir Ian's proposal of a Council for Amateur Activities in the arts should be deeply pondered - all the more so since it comes from a man fully aware of the highest possible professional standards and still alive to the importance of the amateur (not to be confused with the amateurish).

The activities and influence of such a council would be quite different from those of the Arts Council and could not sensibly be effected by the latter body. What would be needed from the suggested council is not essentially money, but a network of information and encouragement.

Schools today, private or state, provide a degree of imaginative stimulus through the arts unimaginable fifty years ago; but it is probably not generally realised how much of this is allowed to wither after school - and how much talent with it.

It withers because there is, for too many, an unsympathetic social background (and, it must be admitted, because far too many amateur groups, in the grip of enthusiastic middle age, are indifferent not to say hostile, to youth).

Sir Ian's council could gradually do much to remedy this state of affairs. If it were remedied hundreds of thousands in future generations will have vastly enriched lives - enriched from the best source of all, the exercise of their own talents. Yours etc,
J. W. LAMBERT,
30 Belsize Grove, NW3.
October 24.

Tasks at Transport

From Mr M. B. F. Ranken
Sir, Your third leader on October 21 rightly warned against a downgrading of the public image of the Department of Transport but implied that Mr Nicholas Ridley's only important tasks are in the heavily subsidised internal rail, bus and road sectors. It also omitted to mention the major change made by Mrs Thatcher in June, when she transferred shipping and aviation - both primarily international - from the Department of Trade to the Department of Transport.

This is hardly what one would expect from you, Sir, least of all on Trafalgar Day. Last month the OECD annual *Maritime Transport*, 1982, stated: "World shipping experienced one of its worst ever trading years in 1982.

Principles behind invasion of Grenada

From Sir Peter Smithers
Sir, Events in Grenada provide an interesting example of the ability of Russian policy to create "no-lose" situations. Grenada is a small island with a population of 110,000 persons. In the United States a town of this size would be considered insignificant. Cuban and Russian technicians have constructed an airfield in this primitive community which would be capable of accommodating nuclear bombers and other heavy military aircraft and have trained an army larger than that of all the adjoining islands put together. The purpose of this is so clear that anybody who does not perceive it must be wilfully blind.

This situation confronted the United States with a plain choice, to acquiesce or to intervene to end it. In the first case the Russians would gain an inestimable military advantage and would signal the takeover in due course of the rest of the small Caribbean states. In the second case they would gain political and propaganda advantages from the dissensions caused by intervention. The French, German and Canadian governments, none of which carried any responsibility in the matter, are amongst those which have obliged the Russians by responding as calculated.

The United States has a population of about 220 million for whose safety the President is answerable not only as Head of State but also as Commander-in-Chief. The responsibility for his being placed in a position where he is confronted with the choice between acquiescence or intervention rests squarely and solely with Moscow. No responsible person accountable for the safety of so vast a population and for the welfare of free peoples elsewhere could have come to any other decision than that which the President actually made.

Those who are not in a position of responsibility and who now criticize the American decision are justly refusing to confront the real dilemma. Argument rages over the legal and moral issues involved, but the lesson of events is that legal and moral structures cannot in the last resort be exploited through the agency of minuscule primitive states to endanger the security of great Powers. If events in Grenada have demonstrated this, the cause of peace has been served.

I am, Sir, your obedient servant,
PETER SMITHERS,
6911 Vico Morcote,
Switzerland.

From Mr Peter Foster
Sir, Perversely, the intervention in Grenada is being compared to the

Advertising by lawyers

From Mr Graham Lee
Sir, Torin Douglas (*The Times*, September 30) may be surprised to learn that The Law Society is not totally opposed to the concept of informative advertising by solicitors. This has taken place through the medium of legal-aid directories for some years and in March, 1984, a new form of solicitors' directory will be published by The Law Society. This will contain details of the areas of work undertaken by each solicitor and will be available in both national and regional form. This is the result of a continuing study of the subject of advertising which has gone on since the report of the Benson commission in 1979 and which has resulted in a number of relaxations of professional rules. The more difficult problem is that of advertising prices. The nature of solicitors' work does not, save in the most simple cases, enable fixed prices to be advertised without the risk of misleading the public. In the

When tax is an ass

From Mr M. Martin
Sir, Your leader "Tasks for Mr Tebbit" (October 18), touches on the regional development policy. As one who is closely involved with a labour-intensive manufacturing company in an unemployment blackspot (25 per cent) in the north of the country I have had first-hand experience of the strong conflicts that exist.

Having moved to the area from the South in the late 1960s we have struggled throughout the seventies to survive. Light is now glimmering at the end of the tunnel, but the past ten years have seen the growth of an overflood in excess of £2m.

Some time ago we received planning permission for a change of use on land we own in the Home Counties, since when we have spent months of precious management time and energy trying to discover how we can lawfully sell the land (worth approximately £2.5m) without the Revenue appropriating £1.5m of it in development land tax (DLT).

On the one hand the regional policy appears to encourage enterprises such as ours into special development areas while on the other the Treasury seems set on

Care of London's listed buildings

From the Chairman of the Royal Fine Art Commission

Sir, The Royal Fine Art Commission's long experience of the GLC Historic Building Panel suggests that Mr Norman Howard (October 22) is too modest. The officers of its Historic Buildings Division have given invaluable help to my commission over the years in enabling it to reach its views.

The division constitutes an independent team, unique in the international field, in which architects, surveyors, historians, record draughtsmen and archaeologists support one another in the tasks of looking after London's architectural heritage.

These are tasks which reach across the artificial boundaries of the London boroughs and which demand a centralised authority with the ability to plan on a long-term strategic basis in the way in which the GLC has been able to do at Covent Garden with such outstanding success.

Far from searching (as the White Paper puts it) "for a strategic role which may have little basis in real needs", the division's strategic role is fundamental and acknowledged as such by the London boroughs.

Equally fundamental is the practical role of recording, restoring and maintaining London's 30,000 listed buildings. In this work the division relies on powers of direction and on the ability to dispense grants for town schemes and restoration projects and on the fact that it is the owner of over 1,000 listed buildings and can, therefore, practise restoration on itself.

In the same way the *Survey of London*, which the panel publishes, should be regarded primarily as a working tool and as an integral part of its practical role. Seen in this light it would make little sense to entrust the *Survey* to The Royal Commission on Historical Monuments in whose hands it would surely become an academic exercise.

In my commission's view it is vital, therefore, to find a way of keeping the division together, complete with legal powers and the ability to draw money, without which its role would be rendered largely ineffective.

Yours etc,
D. CHRISTOPHERSON,
Chairman,
Royal Fine Art Commission,
2 Carlton Gardens, SW1.
October 28.

From Dr Desmond Flower
Sir, May I support the letter of Mr Cutler (October 22) on the distressing anomaly about Argentine books.

Early in September I wrote to my Member of Parliament on this subject and, after a prompt and courteous acknowledgment, took immediate action. In due course he sent me a copy of a letter which he had received from the Minister of State, Treasury, dated September 17.

I found this letter evasive and unsatisfactory and said so at length and a certain acerbity, imploring that the Treasury be asked to take further action. That was late in September, since when I have heard nothing.

I have the utmost confidence in my member, who is not one to let matters rest, so I find myself forced to the same conclusion as Mr Cutler: "the department has retreated into silence." This, I am sure, is not accidental but an exercise of the old principle that if you ignore something long enough it will go away.

Yours faithfully,
DESMOND FLOWER,
187 Clarence Gate Gardens, NW1.
October 24.

From Dr Cecil Isola
Sir, I would like to refer to Mr Robert Peliza's letter (October 24), in which he states, quite erroneously, that Gibraltarians, like the English, Scots, Welsh and Northern Irish, are full British citizens.

The majority of Gibraltarians have not opted yet for full British citizenship, as Mr Peliza stated. Gibraltarians would like to be represented in the European Parliament as Gibraltarians and not as a minority group of British citizens who live on the Iberian peninsula.

Gibraltarians are not UK-status passport holders and whilst representation in the European Parliament would be welcomed by all, it must not be at the expense of our hard-fought battle for self-identity as Gibraltarians.

Yours sincerely,
CECIL ISOLA,
244 Main Street,
Gibraltar.
October 26.

From Dr P. W. M. Copeman
Sir, Dundee's "neonatal secretary" (letter, October 27) sounds to be a more healthy hazard than our hospital's "pathological laboratory". P. W. M. COPEMAN,
Department of Dermatology,
Westminster Hospital, SW1.
October 27.

From Dr N. D. Groves
Sir, A signpost near the Casualty Department of my previous hospital directed patients to the "Traumatic Department".
Yours faithfully,
N. D. GROVES,
Nuffield Department of Anaesthetics,
The Radcliffe Infirmary,
Oxford.
October 27.

From Dr P. W. M. Copeman
Sir, Dundee's "neonatal secretary" (letter, October 27) sounds to be a more healthy hazard than our hospital's "pathological laboratory". P. W. M. COPEMAN,
Department of Dermatology,
Westminster Hospital, SW1.
October 27.

From Dr N. D. Groves
Sir, A signpost near the Casualty Department of my previous hospital directed patients to the "Traumatic Department".
Yours faithfully,
N. D. GROVES,
Nuffield Department of Anaesthetics,
The Radcliffe Infirmary,
Oxford.
October 27.

From Dr P. W. M. Copeman
Sir, Dundee's "neonatal secretary" (letter, October 27) sounds to be a more healthy hazard than our hospital's "pathological laboratory". P. W. M. COPEMAN,
Department of Dermatology,
Westminster Hospital, SW1.
October 27.

From Dr N. D. Groves
Sir, A signpost near the Casualty Department of my previous hospital directed patients to the "Traumatic Department".
Yours faithfully,
N. D. GROVES,
Nuffield Department of Anaesthetics,
The Radcliffe Infirmary,
Oxford.
October 27.

Health hazards

From Dr P. W. M. Copeman

Sir, Dundee's "neonatal secretary" (letter, October 27) sounds to be a more healthy hazard than our hospital's "pathological laboratory". P. W. M. COPEMAN,
Department of Dermatology,
Westminster Hospital, SW1.
October 27.

From Dr N. D. Groves
Sir, A signpost near the Casualty Department of my previous hospital directed patients to the "Traumatic Department".
Yours faithfully,
N. D. GROVES,
Nuffield Department of Anaesthetics,
The Radcliffe Infirmary,
Oxford.
October 27.

From Dr P. W. M. Copeman
Sir, Dundee's "neonatal secretary" (letter, October 27) sounds to be a more healthy hazard than our hospital's "pathological laboratory". P. W. M. COPEMAN,
Department of Dermatology,
Westminster Hospital, SW1.
October 27.

From Dr N. D. Groves
Sir, A signpost near the Casualty Department of my previous hospital directed patients to the "Traumatic Department".
Yours faithfully,
N. D. GROVES,
Nuffield Department of Anaesthetics,
The Radcliffe Infirmary,
Oxford.
October 27.

From Dr P. W. M. Copeman
Sir, Dundee's "neonatal secretary" (letter, October 27) sounds to be a more healthy hazard than our hospital's "pathological laboratory". P. W. M. COPEMAN,
Department of Dermatology,
Westminster Hospital, SW1.
October 27.

From Dr N. D. Groves
Sir, A signpost near the Casualty Department of my previous hospital directed patients to the "Traumatic Department".
Yours faithfully,
N. D. GROVES,
Nuffield Department of Anaesthetics,
The Radcliffe Infirmary,
Oxford.
October 27.

From Dr P. W. M. Copeman
Sir, Dundee's "neonatal secretary" (letter, October 27) sounds to be a more healthy hazard than our hospital's "pathological laboratory". P. W. M. COPEMAN,
Department of Dermatology,
Westminster Hospital, SW1.
October 27.

From Dr N. D. Groves
Sir, A signpost near the Casualty Department of my previous hospital directed patients to the "Traumatic Department".
Yours faithfully,
N. D. GROVES,
Nuffield Department of Anaesthetics,
The Radcliffe Infirmary,
Oxford.
October 27.

From Dr P. W. M. Copeman
Sir, Dundee's "neonatal secretary" (letter, October 27) sounds to be a more healthy hazard than our hospital's "pathological laboratory". P. W. M. COPEMAN,
Department of Dermatology,
Westminster Hospital, SW1.
October 27.

From Dr N. D. Groves
Sir, A signpost near the Casualty Department of my previous hospital directed patients to the "Traumatic Department".
Yours faithfully,
N. D. GROVES,
Nuffield Department of Anaesthetics,
The Radcliffe Infirmary,
Oxford.
October 27.

From Dr P. W. M. Copeman
Sir, Dundee's "neonatal secretary" (letter, October 27) sounds to be a more healthy hazard than our hospital's "pathological laboratory". P. W. M. COPEMAN,
Department of Dermatology,
Westminster Hospital, SW1.
October 27.

From Dr N. D. Groves
Sir, A signpost near the Casualty Department of my previous hospital directed patients to the "Traumatic Department".
Yours faithfully,
N. D. GROVES,
Nuffield Department of Anaesthetics,
The Radcliffe Infirmary,
Oxford.
October 27.

From Dr P. W. M. Copeman
Sir, Dundee's "neonatal secretary" (letter, October 27) sounds to be a more healthy hazard than our hospital's "pathological laboratory". P. W. M. COPEMAN,
Department of Dermatology,
Westminster Hospital, SW1.
October 27.

From Dr N. D. Groves
Sir, A signpost near the Casualty Department of my previous hospital directed patients to the "Traumatic Department".
Yours faithfully,
N. D. GROVES,
Nuffield Department of Anaesthetics,
The Radcliffe Infirmary,
Oxford.
October 27.

From Dr P. W. M. Copeman
Sir, Dundee's "neonatal secretary" (letter, October 27) sounds to be a more healthy hazard than our hospital's "pathological laboratory". P. W. M. COPEMAN,
Department of Dermatology,
Westminster Hospital, SW1.
October 27.

From Dr N. D. Groves
Sir, A signpost near the Casualty Department of my previous hospital directed patients to the "Traumatic Department".
Yours faithfully,
N. D. GROVES,
Nuffield Department of Anaesthetics,
The Radcliffe Infirmary,
Oxford.
October 27.

From Dr P. W. M. Copeman
Sir, Dundee's "neonatal secretary" (letter, October 27) sounds to be a more healthy hazard than our hospital's "pathological laboratory". P. W. M. COPEMAN,
Department of Dermatology,
Westminster Hospital, SW1.
October 27.

From Dr N. D. Groves
Sir, A signpost near the Casualty Department of my previous hospital directed patients to the "Traumatic Department".
Yours faithfully,
N. D. GROVES,
Nuffield Department of Anaesthetics,
The Radcliffe Infirmary,
Oxford.
October 27.

From Dr P. W. M. Copeman
Sir, Dundee's "neonatal secretary" (letter, October 27) sounds to be a more healthy hazard than our hospital's "pathological laboratory". P. W. M. COPEMAN,
Department of Dermatology,
Westminster Hospital, SW1.
October 27.

From Dr N. D. Groves
Sir, A signpost near the Casualty Department of my previous hospital directed patients to the "Traumatic Department".
Yours faithfully,
N. D. GROVES,
Nuffield Department of Anaesthetics,
The Radcliffe Infirmary,
Oxford.
October 27.

From Dr P. W. M. Copeman
Sir, Dundee's "neonatal secretary" (letter, October 27) sounds to be a more healthy hazard than our hospital's "pathological laboratory". P. W. M. COPEMAN,
Department of Dermatology,
Westminster Hospital, SW1.
October 27.

From Dr N. D. Groves
Sir, A signpost near the Casualty Department of my previous hospital directed patients to the "Traumatic Department".
Yours faithfully,
N. D. GROVES,
Nuffield Department of Anaesthetics,
The Radcliffe Infirmary,
Oxford.
October 27.

From Dr P. W. M. Copeman
Sir, Dundee's "neonatal secretary" (letter, October 27) sounds to be a more healthy hazard than our hospital's "pathological laboratory". P. W. M. COPEMAN,
Department of Dermatology,
Westminster Hospital, SW1.
October 27.

From Dr N. D. Groves
Sir, A signpost near the Casualty Department of my previous hospital directed patients to the "Traumatic Department".
Yours faithfully,
N. D. GROVES,
Nuffield Department of Anaesthetics,
The Radcliffe Infirmary,
Oxford.
October 27.

ADVERTISEMENT

Marketing - The Key to Prosperity

Ask the five winners of the 1983 National Marketing Awards to what they attribute their outstandingly successful financial performance and they would all stress the importance of a planned and sustained marketing effort.

The purpose of the Awards, now in their 22nd year, is not only to pay tribute to the successful companies but also to demonstrate how an effective marketing plan can result in a considerable and sometimes dramatic improvement in growth and profitability.

Barratt Developments, joint winners with Sainsbury's of the Award for companies with a turnover above £50m, have brought about a revolution in the house building industry during the last 15 years. They have achieved this by concentrating on marketing philosophy, product innovation and by de-centralising their management structure. The company now documents the house building sector with 18,000 homes planned for this year - 7,000 more than their nearest rival.

Until Barratt's segmented the market it was product dominated and the single family three-bedroom "semi" reigned supreme. Barratt's realised that housing needs change and set about satisfying demand by researching the type and style of house people wanted and then designed and built them at a price which people could afford. A range of new style houses were developed for particular segments of the market - "Solo" studio flats for the young first time buyer through a whole range of designs and sizes to retirement accommodation for the elderly. Another major innovation in marketing terms was the total service which Barratt provided to house buyers including help with the mortgage.

Strong branding has been at the centre of their company's philosophy and the familiar helicopter and oak leaf appear regularly in TV advertising while national press ads stress the ease of buying Barratt with special purchase plans.

The result of Barratt's efforts has been to raise the company's turnover and profit

dramatically in a fairly depressed market. Profit before tax shot up from £5.6m in 1973 to £52.2m in 1983.

Sainsbury's is the UK's most successful food retailer. Accelerated growth has been achieved over the last five years since the "Discount" programme was introduced. This is a modern interpretation and continuation of Sainsbury's traditional policy - that the company's lead in quality should be matched by a lead in low prices.

The "Discount" programme set out to offer new low prices which could be maintained, long-term, over a wide range of frequently purchased foods. Shopping hours were increased by 25%, flexible ordering systems responded quickly to the customers' requirements and an efficient distribution network ensured fully stocked shelves. The product range was improved and extended and many new innovative lines were introduced.

A full range of marketing techniques was employed and the two main components were market research and advertising. Market research evaluated and monitored the fast changing requirements of Sainsbury's customers. Advertising on TV, in newspapers and magazines all combined to reinforce the themes of "Discount" and the well established slogan "Good Food Costs Less at Sainsbury's".

The "Discount" strategy was a great success. While competition intensified, Sainsbury's maintained a steady and consistent marketing position and, in the five years since the planned approach was introduced, Sainsbury's sales increased by 283% from £811m to £2,293m; sales per employee rose 60% and, at the same time, 12,000 new jobs were created.

Sodastream, winner of the Award for companies with a turnover of above £20m and up to £50m, has grown dramatically since 1973 and in ten years a £25m business has been built up employing 500 people.

The company manufactures and sells Sodastream machines, refill cylinders and concentrates. In 1979 it adopted a principle

fundamental to its future success - it established that it was not only in the home carbonated drinks market (which it dominates with a 94% share) - it was in the take home soft drinks business. In this sector it has now carved out a 6.6% share against competition from well established big brand names.

Sodastream's marketing strategy, based on research, has been to promote its products to families with children and 1.5 million homes in the UK now have a Sodastream system. The "Get Busy with the Fizzy" TV advertising campaign rapidly increased awareness and the fun aspect of the machine appealed to both adults and children. There were benefits of economy in comparison with take home drinks. The convenience of the system, and wide distribution through 6,000 outlets helped to build Sodastream's share of the market.

Sodastream now operates on an international basis and half the company's production of machines and cylinders is exported to 20 countries. In 1980 they won the Queen's Award for Export Achievement.

Horsell Graphic Industries manufactures offset litho plates and a range of chemicals and other products for the printing industry at its headquarters in Morley near Leeds. They win the Award for companies with a turnover of above £5m and up to £20m.

In the sixties and early seventies Horsell could sell everything it produced but in 1978 it became apparent that a different approach would be needed. Research gave the company the information it needed about the total market, which was declining. They also undertook an analysis of customer requirements and reviewed their product range in the light of this.

As a result of this study some products were discontinued and a number of initiatives were taken. The technical department developed a plate "Taurus" with an exposure time faster than any competitors. This was the first of a new range of products launched with astron-

omy-linked brand names. "Aquarius", a negative plate with a water based developer, followed soon after and then the "Gemini" system, an innovation in the industry which enabled positive and negative plates to be used with one set of chemicals.

In 1981 a £1.5m reel fed computer controlled production facility came on stream. This system is widely regarded as the most modern installation of its kind in the West.

Horsell's return on capital has grown from 22.5% in 1979 to 29% in the current year and Horsell now have export sales accounting for over 40% of their turnover.

Bath replacements now vastly outnumber new installations and acrylic baths now account for 64% of sales. Ram Bathrooms Limited was formed in 1980 to capture a share of this growing acrylic market and trading under the name Spring Bathrooms it now supplies 20% of all acrylic baths sold. Its factory is at Sowerby Bridge near Halifax and Spring won the Award for companies with turnover up to £5m.

Architects, builders and plumbers made the decisions about bath installations but Spring planned to involve the consumer. Now more people choose their own bath and in many cases install it themselves. Design played a vital role in the company's strategy and their range included modern designs which featured previously only available with more expensive luxury products.

Product availability was all-important at a time when distributors were de-stocking. A new manufacturing process perfected by Spring's engineers enabled quick change over of moulds and this facilitated a 'made to measure' mode of operation.

Spring distributes its products mainly through major DIY multiples, and builders merchants. Through own branding and special promotions it has forged strong ties with retailers. The company's commitment to design and their distribution strategy has paid off handsomely and the first figures issued since Spring Ram Corporation plc went public earlier this year show a half year pre-tax profit of £635,000 on a turnover which has now risen to £5.82m.

All the components of marketing - research, design, product planning, pricing, advertising and promotion, sales and distribution - have played their part in the success stories of the Marketing Award winners this year. The opportunities these companies grasped in their particular sectors exist in abundance elsewhere and valuable lessons can be learned from the initiatives taken.

It is also worth noting that each of these companies has increased employment opportunities, by over 12,000 jobs in the case of Sainsbury's, for example, and this alone is an excellent reason for exhorting more companies to adopt a dynamic marketing approach at the present time.

Teaching by example

One of the "Victorian values" which is currently enjoying a revival is the increasing amount of attention which businesses are now paying to the requirement of their customers. The recession has brought to an end the days when companies could sell everything they produced and the competition for existing business has brought about a remarkable interest in marketing and marketing techniques.

Peter Blood, Director General of the Institute of Marketing, hopes that this new awareness will, once and for all, end the belief that marketing is just another word for selling. "There is certainly a greater recognition, at all levels, of the need for companies to have a planned approach to securing and keeping customers," he says. "But the industrial sector in particular has been slow to adapt to market changes." To support this view Blood quotes from a 1981 NEDO Sector Working Party report which said "The sector committees continue to identify the lack of commitment to marketing as the single most important constraint on improving UK and overseas market shares".

"Our Award winners and other successful companies have demonstrated that marketing is not an expensive luxury. By adopting a marketing philosophy which permeates the whole organisation, it is possible to achieve outstanding results without spending a fortune," says Blood.

The Institute of Marketing is about to publish a survey which provides evidence that there is a noticeably higher profit level in companies which claim to operate a marketing strategy. So, what holds some companies back from following their example?

Two major constraints to progress were identified by 300 top executives questioned last March - a shortage of well trained marketing executives and a lack of commitment to marketing at Board level.

Blood believes that his Institute - the largest professional marketing body of its kind in the world - is playing a major part in winning over "hearts and minds" and tackling the more practical education and training problem. As evidence of the better understanding of marketing's role, he cites the frequent references made in speeches by Cabinet Ministers and top industrialists. In addition, the Department of Trade and Industry is currently conducting a survey into the possible take-up of a government-funded Marketing Consultancy Service. The survey is the result of a proposal made by the Institute to the Department and a service, similar to the successful

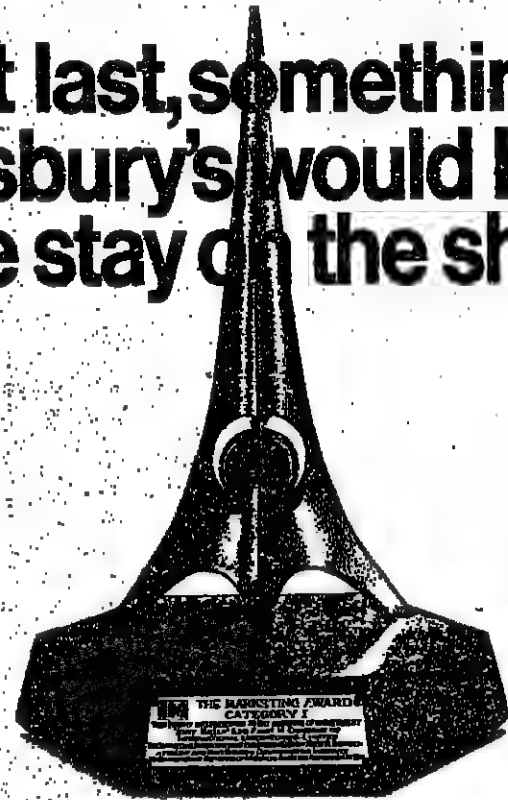
Manufacturing and Design Consultancy Services, may eventually be set up. "If this comes into being it will make available a fund of marketing expertise which many companies, particularly in the industrial manufacturing sector, lack," says Blood.

The Institute's own Marketing Advisory Service is believed to be unique and involves over forty managing or marketing directors who voluntarily give up some of their time to advise individual companies with a marketing problem. The participants include Sir Kenneth Corfield, Chairman and Chief Executive of STC and Eddie Nixon, Chairman and Chief Executive of IBM, and a few hours of their time could bring a breadth of knowledge and experience which would be almost impossible to obtain elsewhere. However, Blood is quick to point out that this service is not offering long-term consultancy and many businesses require a more sustained level of marketing support.

The standards of professionalism in marketing have risen dramatically over the past ten years, and a recognised marketing qualification, together with management experience, is now a mandatory requirement for membership of the Institute of Marketing. Over 5,000 students in the UK are studying for the Institute's Diploma in Marketing and about 3,000 young people acquire some kind of marketing qualification from universities and colleges each year. However, there is still a long way to go in convincing top management that, just as they would not employ an unqualified accountant, engineer or architect, they should not gamble with their company's future by employing unqualified marketing executives.

Blood believes that the recession has led to a great improvement in the standard of management in general, and of marketing management in particular. The level of interest in marketing and sales training is a good guide to the state of the economy and the Institute's College of Marketing at Cookham in Berkshire has shown an increased level of occupancy in the last few months. "The best way to teach is by example," says Blood. "I am delighted to say that our Institute's return on average capital employed was 33.5%, which is certainly better than the national average. The good news is that, because we are a professional body, owned by the members, all this money goes towards improving our services and publicising the importance of marketing to the British economy."

At last, something
Sainsbury's would like to
see stay on the shelf.



Congratulations to
Sainsbury
Sodastream
Horsell Graphic Industries
Spring Bathrooms

From **Barratt**
Building houses to make homes in

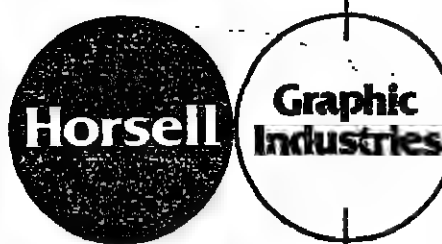
10/10 ✓

Full marks
and
Congratulations
to the
Winners



pacemakers

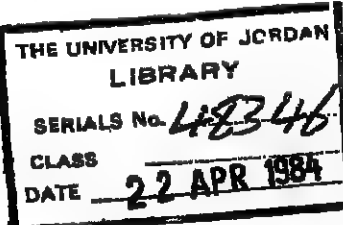
n. pl. those who set
standards that others
are judged by.



**pacemakers in
printing products:**

HORSELL GRAPHIC INDUSTRIES LTD,
HOWLEY PARK ESTATE, MORLEY,
LEEDS, LS27 0GL.
Telephone: 0532 537711

making fashion bathrooms
that make bathrooms fashion



**Spring
Bathrooms**



THE SPRING RAM CORPORATION PLC
Spring Bank Ind Estate, Sowerby Bridge, Halifax, W. Yorks
Tel: 0422 839558

Zero to £25 million
in ten years

- a soft drinks
success story

SodaStream
the drink makers

The National Marketing Awards

The National Marketing Awards have been presented annually by the Institute of Marketing since 1961 to recognise the marketing achievements of British companies and thus give encouragement to every business throughout the country. The four Awards are made on the basis of a written submission.

The adjudicating panel evaluate the submission by assessing the company's performance under the following headings:

- Use of marketing approach and techniques
- Marketing Performance
- Company Growth and Profit
- Innovation and Exploitation

For more information write to the Director General,
Institute of Marketing, Moor Hall, Cookham, Berks SL6 9QH

RECENT ISSUES

A & H Film 10p Ord (4)	210.00
Acorn Computer 10p Ord (120)	208.00
Alcatel 10p Ord (200)	208.00
BP 25p Ord (450)	194.00
Central Independent TV 30p N.V. Ord (4)	121.00
Clerk 10p Ord (1)	121.00
Com Indem 10p Ord (100)	93.00
DJ Security 10p Ord (600)	109.00
Edinburgh Fund Managers 10p Ord (75)	128.00
European Assets 10p Ord (100)	128.00
Fluor 10p Ord (14)	128.00
Franklin Templeton 10p Ord (100)	128.00
Inner Group 10p Ord (100)	128.00
Managers 10p Ord (100)	128.00
Mediobanca 10p Ord (100)	128.00
Odyssey Investments 10p Ord (200)	128.00
PCT Group 10p Ord (100)	128.00
Telecom 10p Ord (100)	128.00
Thermal Scientific 10p Ord (100)	128.00
Tottenham Hotspur 25p Ord (100)	97.00

Closing Price
Change
Dividend
Yield %

MARKET REPORT by Michael Clark

Akroyd surges to 453p

ACCOUNT DAYS: Dealings begin Monday, Dealings end, Nov 11, Contango Day, Nov 14, Settlement Day, Nov 21.

Shares of Akroyd & Smithers, the biggest of London's two publicly-quoted stockbrokers, surged 28p to a new high of 453p yesterday on rumours that one of the big American brokers is building up a stake. Security Pacific, who last year paid between \$10m and \$12m for a 30 per cent stake in the broker, Moore Govett, was being tipped as a favourite contender.

Last night, Mr Timothy Nixon, finance partner at Akroyd, admitted he had heard the rumours, but said: "I have nothing to tell you that would be of any constructive use."

Certainly, one broker appeared to be active in the share market, although this might be explained by the full-year figures, due out later this month.

Last year, Akroyd made record pre-tax profits of £29m, but given this year's record-breaking performance in the equity market and the level of Government funding in the gilt market, profits are easily expected to exceed this figure.

Shareholders are also looking forward to a bumper dividend payment. Last year, they received a total of 23p gross. However, at the interim stage, Akroyd reported profits down from £10.6m to £9.4m.

Yesterday's flurry of activity was also good news for smaller

Lilleshall yesterday denied that its 20.5-acre former steel works will form the key office and hotel development site in the Telford Enterprise zone. The site is included in the zone, but fans of the shares have been wondering whether a development would push the 130p offer-value still higher. The shares eased a penny to 33p yesterday, having been 36p earlier this year.

Rival, Smith Bros, which closed 6p up at a new "high" of 55p.

The rest of the equity market was enjoying something of a revival at the start of the new account, with the FT index climbing back above the 700 level to close 12.0 up at 703.1.

Gilts also found a new lease of life looking for a further cut in US and domestic interest rates. This follows the latest US money supply figures over the weekend showing a \$2.4bn fall in spending.

A cheerful forecast on the economy from the London Business School also helped sentiment.

However, despite the double-figure gains among most of our leading shares, turnover remained thin with the institutions refusing to budge from the sidelines. Most of the buyers contented themselves with those stocks that appear to have been neglected recently, including breweries and electricals.

Among these, GEC rose 5p to 192p. Thorn EMI 11p to 60p and Plessey 6p to 210p. The breweries had Allied-Lyons 3p dearer at 143p and Grand Metropolitan 7p at 323p.

Stores were also buoyant on hopes of a bumper spending

spree in the High Street this Christmas. This has led brokers James Capel to raise its consumer spending estimate from 1.4 to 1.8 per cent.

Among the best performers, Marks & Spencer rose 6p to 213p ahead of interim figures tomorrow. The market has been looking for pre-tax profits of between £105m to £110m, but yesterday a few late runners were looking for nearer £112m. This compares with £97m

last time. In this the group's centennial year, shareholders are looking for a little something extra from the board - possibly a free share dividend.

Mr Frank Phillips has paid £100,000 cash to his former employers, Amalgamated Estates as part of an out-of-court settlement following his departure as managing director last month. In the year to the end of that month, Amalgamated, a property investment company, with a market value of £1.5m, lost £1.8m.

Amalgamated confirmed the figure last night. As part of a recovery, the English Associated Trust have underwritten £1.2m rights at 7p a share. Last night the shares closed unchanged at 87p.

Private housebuilder Barratt Developments enjoyed a 12p rise to 192p following some words of encouragement from Sir Lawrie Barratt, chairman, in his annual report.

Sales of new houses are well up to expectations in both Britain and the United States and Sir Lawrie is confident about the group's ability to achieve planned growth in 1984 and beyond.

THE TIMES 1000
1982/1983

The World's Top Companies

The 1000 largest companies in the world by turnover, 1982. Includes companies from all countries, all industries, and all sizes of companies.

Available from bookshops or direct at £12.50 including postage.

THE TIMES BOOKS LTD 1st Edition, London, W1.

FINANCE
Economic
Sterling
look at

BRITISH FUNDS

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

COMMONWEALTH AND FOREIGN

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

LOCAL AUTHORITIES

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

DOLLAR STOCKS

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

BANKS AND DISCOUNTS

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

BREWERS AND DISTILLERS

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

COMMERCIAL AND INDUSTRIAL

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

STERLING SPOT AND FORWARD

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

MONEY MARKET RATES

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

OTHER MARKETS

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

DOLLAR SPOT RATES

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

Euro-5 Deposits

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

Gold

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

FINANCIAL TRUSTS

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

INSURANCE

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

INVESTMENT TRUSTS

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

PLANTATIONS

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

MISCELLANEOUS

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

UNLISTED SECURITIES

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

SHIPPING

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

MINES

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

OIL

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

PROPERTY

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

PLANTATIONS

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

MISCELLANEOUS

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

UNLISTED SECURITIES

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

SHIPPING

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

MINES

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

OIL

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

PROPERTY

High	Low	Company	Price	Chg	Div	Yld %
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00
100.00	99.00	Accumulator	100.00	0.00	0.00	0.00

PLANTATIONS

High	Low	Company
------	-----	---------

THE TIMES

FINANCE AND INDUSTRY

Executive Editor Kenneth Fleet

Sterling and Brookes look for green light

Mr Jeffrey Sterling is nothing if not a realist. Today he becomes chairman of P & O, where his immediate brief is precise. He owes his appointment to succeed Lord Inchcape to the belief that if anyone can save P & O from piratical seizure by Trafalgar House, he can.

Should he fail, his failure would be redeemed only if he extracted a much higher price for the loss of P & O's independence. It is a tall order.

Mr Sterling has a fair City wind behind him. His stature is based essentially on his record of skilful financial and property management and a burning ambition to succeed.

He is moving to the head of a company where senior management is largely burned out and ambition run dry.

Apart from Lord Inchcape, Mr Oliver Brooks, P & O's managing director, is leaving the boardroom and Mr Richard Adams, the chief executive, does not intend to remain there long.

The new chairman has a big restructuring job to do - and time is not on his side.

Dispassionate evidence

Like his adversary, Mr Nigel Brookes, chairman of Trafalgar, Mr Sterling is convinced that the Monopolies Commission, to which the original Trafalgar bid in May was referred, will report in December, comfortably ahead of the conventional six-months deadline, let alone the nine months the commission thought it might need in this case.

The two men are also agreed on one other point: the commission will recommend to Mr Norman Tebbit, Secretary of State for Trade and Industry, that Trafalgar is given the green light to bid again. I am sure they are correct, on both counts.

Sir Godfrey Le Quesne, the commission chairman, and his fellow panellists, have been impressed with the dispassionate and adult evidence, both written and verbal, given by Mr Brookes, his Trafalgar directors and their legal counsel.

In contrast, much of P & O's case has seemed to them either unnecessarily belligerent or juvenile, or indeed both.

P & O for example, complained that Trafalgar had omitted results from Express Newspapers, hived off last year, from its historical comparison of P & O's and Trafalgar's profit performance.

It made the fatuous assertion that, had P & O been "fortunate enough" to have been in shipping, P & O would be burying Trafalgar and Mr Brookes praising Lord Inchcape.

At a slightly more serious level of argument, P & O has sought to persuade the commission of drastic consequences for Trafalgar's gearing if it merged with P & O. Two particularly interesting reasons were offered. First, if the merger happened, Trafalgar would have the financial burden not only of its two new cruise ships, Vistafjord and Sagastford, and the replacement for the Atlantic Conveyor, but of P & O's £100m Royal Princess, due for delivery from Finland next year. Second, the changed relative positions of the two companies' share prices since May would force Trafalgar to a much higher bid.

Mr Brookes's responses were even more interesting. The May offer of four for five he had not regarded as "a kickout in



Sterling (left) and Brookes: agreed that Trafalgar will be allowed to bid again

the foreseeable circumstances. We would have to add some cash or some addition to the securities." That was true before the advent of Mr Sterling, "the only new factor" since May.

The Trafalgar chairman was equally sanguine on the specific issue of gearing: "there is a significant handicap and ours is tolerable." It was perfectly open to Trafalgar to sell P & O's "dormant" properties, including its Leadenhall Street head office (for £65m?). Twentieth Century Banking, P & O's finance subsidiary would be sold.

Beyond that, Trafalgar would not make permanent funding arrangements until it was clear whether it would be required to sell (for perhaps £100m) P & O's 47.5 per cent stake in the OCL container consortium.

Compelling presence

Although Mr Sterling had not appeared before the commission, his spirit was a compelling presence during the "live" sessions. Mr Brookes has his customary languidly eloquent self on P & O's saviour-elect.

He is "an able, numerate person and I have little doubt that his appointment as chairman of P & O will be an improvement. But I do not think it can achieve for P & O as much as P & O's merger with Trafalgar could."

He would be "part-time, and this is a full-time job".

It would be right to say that at this stage a renewed Trafalgar bid, given clearance by Monopolies Commission and minister, is an even money bet. That does not mean that Mr Brookes and his hungry managing directors have faltered in their belief that a successful bid for P & O is a dream deal for Trafalgar, offering at the same time a superb opportunity for the British passenger fleet and at least a chance for a radical and much needed rationalization of the merchant fleet.

P & O, Mr Brookes told the commission, "has done virtually all it can on its own" and it needs to be taken over to achieve its true potential.

And what if Mr Sterling, as part of his defensive strategy, was to put part of all of his Sterling Guarantee Trust, formerly Town & City Properties, into P & O?

Trafalgar wants no part of SGT. If marriage, or even a lasting affair, were proposed, Trafalgar "would present shareholders of P & O with a choice: would you like P & O to acquire part of Sterling or would you prefer Trafalgar to acquire P & O excluding Sterling?"

State group takes 30% stake in international consortium

Rolls-Royce seeks £113m for 'world' aero-engine

By Andrew Cornelius

Rolls-Royce, the state-owned aero-engine company, yesterday called for £113m of government aid to build the first "world" aero-engine in collaboration with partners from the United States and Japan, Italy and West Germany.

The appeal for government aid came after Rolls said it was taking a 30 per cent stake in a company being formed to handle the \$1 billion project to build engines for the 150 seat civil aircraft market.

The new company, International Aero Engines, is being established on neutral ground in Switzerland within the next few weeks. Its first chairman will be Mr Ralph Robins, a Rolls director.

Sir William Duncan, chairman of Rolls, said that the new company aims to deliver its first engines by early 1988.

He said that Rolls' share of the non-recurring costs of the project is limited at £22m at today's prices. The company is

asking the Government to provide half this amount from public funds.

The balance of the consortium's funding will be provided by Rolls partners according to their shares in the project. Pratt & Whitney in the US is also taking a 30 per cent stake, the Japanese Aero-Engine Corporation 19.9 per cent, MTU of West Germany 12.1 per cent, and Fiat Aviazione of Italy 8 per cent.

Sir William said that the

partners in the project to build the new V2500 engine had decided to go ahead with the project after the US Department of Justice declared that it had no intention of challenging the proposed venture on monopoly grounds.

He said that the consortium estimates that there will be a market for 5,000 engines in the 25,000lb thrust class of the V2500 over the 20 years from 1988. The consortium aims to

win a 60 per cent share of this market.

Early soundings with the big aircraft manufacturers have been encouraging. Boeing has indicated that the engine would be suitable for its Boeing 737 aircraft and also the projected 7-7 aircraft.

However, the immediate target is to power the proposed A320 150-seat aircraft which the European Airbus Industrie consortium wants to build.

Control of the V2500 project will be shared between the partners, who will each nominate directors to serve on an executive board chaired by Mr Robins.

Sir William said that the V2500 would use the latest technology to provide an engine which would be 14 per cent more fuel efficient than any rivals.

Sir William indicated that no new jobs would be provided in Britain as a result of the project but that jobs at Rolls' existing plants would be safeguarded.

BL clears loans obstacle

BL, the state-owned car company, was yesterday forced to call an extraordinary meeting of shareholders in London to overcome a technical hitch in obtaining a £100m injection of public funds.

The meeting was needed to change the arrangements whereby the Government puts funds into BL by buying shares in the company after an increase in

Receiver called in at Mettoy

By Derek Pain City Correspondent

Mettoy, the toy company responsible for such famous lines as Corgi cars and Petite typewriters, announced yesterday that it had called in a receiver.

Mr Bernard Hanson, chairman, said: "It's a very sad day for us, but it is a fact." The receiver, Mr Richard Smart, intended to keep the group going to see if buyers can be found. Mettoy employs about 1,000 at its toy factory in Swansea and its engineering plant at Northampton.

It is the latest casualty in a series of toy company failures. Others in recent years include Lezard's Airfix, Duple-Combe-Mex and Berwick Timpo.

Ahead of Mr Smart's appointment, Mettoy shares were suspended at 7p. Earlier this year topped 50p as excitement grew about the group's involvement in the Dragon Data home computer group.

Dragon is not caught up in the Mettoy failure. Mr Hanson said: "It's back on form and running again."

Mettoy was forced to cut its shareholding in Dragon because of its toy losses. After a £2.5m rescue package, masterminded by the Prudential, the Mettoy shareholding was reduced to 15 per cent, although the toy maker retained certain options which, if exercised, would increase its involvement to 18 per cent.

Dragon itself was hit by disappointing sales and cash flow problems. Mr Brian Moore, drafted in to Dragon from the General Electric Company after the rescue deal, said: "Dragon Data is a fully independent company and the news of Mettoy's receivership can have no significant effect on the running of this company."

"We have a full order book and anticipate a healthy run up to Christmas which is traditionally a very active period."

The Prudential has 42 per cent of Dragon and the Welsh Development Agency 23 per cent. Other shareholders include the Water Development Council, two investment trusts and Dragon executives.

Mettoy said it had suffered losses "which have ultimately forced the directors to conclude that it could no longer continue to trade with the existing debt burden."

Since 1979, when it last made a profit, it has lost more than £10m.

Norwich Union sells bank to Americans

By Peter Wilson-Smith, Banking Correspondent

Riggs National Bank, the largest bank in Washington DC, has agreed to pay £25m for the London-based AP Bank, a subsidiary of Norwich Union.

AP Bank, with total assets of £400m and net profits of £1.3m in its last financial year, was founded to finance Anglo-Portuguese trade but now offers a range of banking services including trade finance and foreign exchange. It was bought by Norwich Union in 1975.

Riggs is controlled and run by Mr Joe Albritton, its Texan chairman and chief executive who once owned the Washington Star. Riggs already has a branch in London.

Mr Albritton said yesterday: "We are delighted at the prospect that AP Bank will soon join Riggs. This affiliation will enable Riggs to broaden its base of banking services by drawing on the indigenous strength of AP Bank and appropriately

enhance the base for activity in both UK and Europe."

Riggs had assets of \$4.22 billion at the end of September 1983 and has been closely identified with the Washington establishment. More than half the US presidents have been personal depositors there.

Mr Michael Falcon, chairman of Norwich Union, said yesterday that changing conditions in financial markets and banking regulations had substantially altered the advantages of the group operating a full range of banking services, so it decided that it was best to sell AP Bank.

However, Norwich Union will keep a close association and still hold £10m of unsecured stock in AP Bank.

The takeover is subject to regulatory approvals. However, the Bank of England has been kept informed and is happy with the deal.

Shares up in active trade

New York (AP - Dow Jones). - Shares were higher in active early trading yesterday, helped by an easing of tension concerning Grenada and by a much sharper than expected decline in the money supply.

The Dow Jones Industrial average was up by more than three points.

Advancing issues were about seven-to-five over falling shares.

International Business Machines was 12 1/2%, up 1/2%; General Motors 77, up 1/2%; General Electric 52 1/2, up 1/2%; Atlantic Richfield 43 1/2, up 1/2;

Pittsburgh 70 1/2, up 1/2; Motorola 135 1/2, up 1/2; Honeywell 123 1/2, up 1/2; US Steel 27 1/2, up 1/2; and Exxon 38 1/2, up 1/2.

Digital Equipment rose 1/2 to 66 1/2. Data General fell 1/2 to 71 1/2. Commodore International rose 1/2 to 33 1/2. Burlington Northern was unchanged at 105. Raytheon was up 1/2 at 44. National Semiconductor was up 1/2 at 53 1/2. Homebrew down 1/2 at 26 1/2. McDonnell Douglas up 1/2 at 54 1/2. Westinghouse up 1/2 at 48 1/2.

Tax haven loophole faces closure

The Government has drawn up proposals to close a loophole through which British companies use tax havens.

The Inland Revenue's revised draft of proposals to be considered for inclusion in the 1984 Finance Bill are designed to make British companies liable to corporation tax on profits from their interests in British-controlled companies based in tax havens from next April.

Under the revised draft the tax charge is based on an apportionment of chargeable profits rather than notional British tax.

NEWS IN BRIEF

● Mr Robert Gunn, previously managing director of Boots' industrial division, has been appointed chief executive of the group in a reshuffle of senior executive posts.

● Bond Corporation, controlled by Mr Alan Bond, the Western Australian entrepreneur, plans to acquire 49 per cent of Sulphero, a Canadian oil and gas company with British interests, in return for an investment of \$C150m (£81m).

● The World Bank is raising £100m with an offering of 20-

year bonds on the British domestic market.

● The US Senate was trying to avert a new government borrowing crisis last night by passing highly controversial legislation to raise the federal debt ceiling to a proposed \$1.615 billion. Neither conservative nor liberal members appeared eager to approve a Bill increasing the Government's authority to finance the deficits.

● Samuel Montagu & Company (Holdings) is raising a £35m medium-term loan to finance fixed assets as part of the group's reorganization.

C & W head 'must be British'

By Our Financial Staff

Cable and Wireless is changing its articles of association to include a requirement that the chief executive of the group be a British citizen. The requirement will be protected by making it subject to Governmental veto.

The company is to issue a special £1 preference share to the Government to help ensure that it is not taken over after the Government reduces its share stake.

The Government's special share, which has to be approved at an extraordinary shareholders' meeting on November 23, will allow the Government to veto alterations in the group's articles of association which prevent individual shareholders, or shareholders acting in concert, from owning more than 15 per cent of the group.

Mr John Moore, Financial Secretary to the Treasury, said last week that the Government planned to sell about half its present 45 per cent holding in the telecommunications group.

The sale is to help the Government meet its target of raising £1.25 billion through asset sales this financial year.

● The Government and British Telecom joined forces yesterday to insist that they intend to complete the privatization of the corporation next autumn, despite reports that the record £4,000m issue should have to be postponed. Jonathan Dar's Financial Correspondent writes.

Mr Kenneth Baker, Minister for Information Technology and the Department of Trade and Industry, said that "no one should underestimate the Government's determination to privatize BT. This is a top priority, and we are on schedule to achieve this by the autumn of 1984."

Banks welcome Alfonsin

By Our Banking Correspondent

The new Argentine Government may try to press for easier terms on new loans and refinancing of existing debts, bankers in London said yesterday.

However, the victory of the Radical presidential candidate Senator Raul Alfonsin in the country's elections is not expected to lead to any dramatic

changes in the country's attitude to its \$40 billion of external debts.

Although bankers gave a qualified welcome to the election result, there is still some concern over the latest proposals for release of the first \$500m tranche of a \$1.5 billion medium-term loan to Argentina.

Amex calls for moderate drop in US currency

Recovery tied to lower dollar

By Frances Williams, Economics Correspondent

A moderate drop in the dollar - now up to 50 per cent overvalued on some calculations - would help to boost world recovery, reduce inflation and ease the problems of debt-ridden developing countries, according to an analysis published yesterday in the October issue of *Amex Bank Review*.

But too sharp a fall would risk rekindling inflation in the United States, prompting a rise in interest rates and perhaps an early return to recession, which quickly swamps the short-term benefits of a lower dollar, the *Review* says.

The longer the dollar remains strong on world currency markets, the greater the risk that the decline will be precipitate, the Amex economists say. But though economic fundamentals - the deteriorating trade balance and rising inflation - increasingly point to a weaker dollar, it remains underpinned by high US interest rates and political risks elsewhere.

"The timing of any decline... continues to be very uncertain," the *Review* admits. The Amex economists identify three main benefits of a moderate fall (say, 15 to 20 per cent) in the dollar.

First, it would enable European countries and Japan to cut interest rates without risking

currency depreciation and higher inflation. The resulting stimulus to their economies would far outweigh the contractionary effect of a higher exchange rate, the *Review* says.

Second, it would reduce inflation overall because countries outside the US would benefit from lower import prices as their currencies strengthened.

Third, developing countries would be able to charge higher dollar prices for their commodity exports. This, plus a stronger world recovery and faster growth of world trade, would reduce the burden of servicing debt, most of which is denominated in dollars.

A note of reservation is entered, however, by Capel Cure Myers, the City stockbroker firm, which has also looked at the likely impact of a weaker dollar. Lower import prices for the rest of the world means fewer gains for developing countries, the firm points out, though some beneficial combination of both is possible.

"Overall, a lower dollar would probably be the best news for the world economy since the switch of US monetary policy in August 1982," the brokers say.

● Medium-term prospects for the British economy look better than at any time since the 1973

oil crisis, Mr David Kern, a senior economist with National Westminster Bank, said.

He predicted growth of 2.25 per cent a year over the next five years, with inflation averaging about 6.5 per cent, compared with yearly growth of 0.6 per cent and inflation of 14.7 per cent between 1974 and 1982.

● Trade specialists said yesterday that the exceptional rise in world sales of factory-made goods in the first three months of this year will not be repeated in subsequent quarters, John Lawless writes.

"If it were," said one, "all of our troubles would be over."

Even the London Business School, which has been bullish in its prediction that a healthy rise in 1984, said that people should not go overboard about the 3.8 per cent first-quarter rise.

"It is a tremendous turnaround," Mr Giles Keating, head of financial forecasting, said. "But it is probably a quirk of world trade unwinding from last year's falls."

"There has been an awful lot of anecdotal evidence, and some firm indicators from the United States. Yet this is certainly the first statistical evidence of a general world trade upturn."

Index at 703.1

The scent of cheaper money acted as a much-needed tonic for the stock market yesterday as share prices climbed back above 700 and government securities enjoyed gains of up to £1 at the longer end of the market.

The FT Index closed at its high for the day 12 points up at 703.1 - its best level for more than a month. But with two weeks of the account left to run, nobody was sticking his neck out last night to predict if it would last.

Despite the double-figure gains among blue chips, turnover remained below par with the institutions still willing to leave their money on deposit rather than risk it in this market.

The biggest gains were seen in those sectors left behind by the rest of the market during the summer.

STOCK EXCHANGES

FT Index: 703.1 up 12.0
FT 100: 82.07 up 0.37
FT All Share: 437.38 up 6.29
Barrington: 21.014
Datastream USM Leaders Index: 93.57 up 0.77
New York: Dow Jones Average: 1226.63 up 3.15
Tokyo: Nikkei Dow Jones Index: 9,356.79 up 55.23
Hong Kong: Hang Seng Index: 865.22 up 39.09
Amsterdam: 145.0 down 0.8
Sydney: AO Index: 687.3 up 4.6
Frankfurt: Commerzbank Index closed
Brussels: General Index closed
Paris: CAC Index closed
Zurich: SCA General Index 291.6 down 0.3

CURRENCIES

LONDON CLOSE
Sterling \$1.4955 unchanged
Index 88.7 up 0.2
DM 3.8350 up 0.0125
FF 11.9750 up 0.04
Yen 350 up 1.75
Dollar Index 126.8 up 0.8
DM 2.6300
NEW YORK LATEST
Sterling \$1.4955
Dollar DM 2.6300
INTERNATIONAL
ECU20.574723
SDR20.709802

INTEREST RATES

Domestic rates:
Bank base rates 9
Finance houses base rate 10
Discount market loans week fixed 11
3 month interbank 9 1/2-9 3/4
Euro-currency rates:
3 month dollar 9 1/2-9 3/4
3 month DM 5 1/2-5 3/4
3 month Fr 12 1/2-12 3/4
US rates:
Bank prime rates 11.00
Fed funds 9 1/4
Treasury long bond 10 1/2-10 3/4
ECGB Fixed Rate Sterling Export Finance Scheme IV
Average reference rate for interest period 7 September to 4 October, 1983 inclusive: 8.719 per cent.

GOLD

London fixed (per ounce):
am \$383.50 pm \$382
close \$382.50-383.25 (£256-256.50)
New York latest: \$383.80
Kruggerand (per coin):
\$384-385.50 (£263.50-264.50)
Sovereigns (new):
\$90-91 (£60.25-61)
*Excludes VAT

ABROGATED PARTICULARS

The Application List will open at 10.00 a.m. on Thursday, November 3, 1983 and will close later the same day. Application forms must be lodged with Baring Brothers, London EC2N 4AE. The Stock is not open for application to subscribe by U.S. persons (as defined in the Prospectus published on November 1, 1983).



INTERNATIONAL BANK FOR RECONSTRUCTION AND DEVELOPMENT

ISSUE

on a yield basis of
£100,000,000 LOAN STOCK 2003

payable as to £30 per cent. on application
and as to the balance by April 26, 1984
with interest payable half yearly on May 9 and November 9

Baring Brothers & Co., Limited

Hambros Bank Limited

Kleinwort, Benson Limited

Morgan Grenfell & Co. Limited

J. Henry Schroder Wagg & Co. Limited

Hill Samuel & Co. Limited

Lazard Brothers & Co. Limited

N.M. Rothschild & Sons Limited

S.G. Warburg & Co. Ltd.

Application has been made to the Council of The Stock Exchange in London for the £100,000,000 Loan Stock 2003 to be admitted to the Official List for quotation in the Gilt-edged market.

Copies of the Prospectus may be obtained from:

Baring Brothers & Co., Limited,
8 Bishopsgate, London EC2N 4AE

Cazanova & Co.,
12 Tokenhouse Yard,
London EC2R 7AN

W. Greenwell & Co.,
Bow Bells House, Broad Street,
London EC4M 9EL

Rowe & Pitman,
1st Floor City Gate House, 39-45 Finsbury Square,
London EC2A 1JA

Gieves revival continues with quadrupled profits

Gieves Group famous for its tailoring, is continuing the strong recovery since its capital reconstruction in 1980 and two years of losses.

Profits for the first six months have quadrupled to £497,000 and the interim dividend is up from 0.75p to 1.1p.

But it is the full-year forecasts that most helped lift the shares yesterday. The directors say that second-half profits are likely to "slightly" exceed the first half, implying a total of more than £1m compared with £571,000 last year before exceptional items.

On that basis, the board is

Gieves Group
Half-year to July 31
Pre-tax profit £497,000 (£121,000)
Turnover £11.5m (£10.5m)
Forecast annual dividend 3.5p (2.25p)
Share price 85p up 3p. Yield 5.2 per cent

thinking of a 2.4p final dividend making a rise of more than half for the year.

The group now has four main businesses. The Gieves and Hawkes tailoring side pushed trading profits up from £32,000 to £167,000. The publishing and library supply side, mainly Chivers Book Sales, more than doubled from £97,000 to

£217,000. The book and magazine production business, Redwood Burn, raised trading profit from £112,000 to £252,000, but the Roundabout petrol retailing business slipped back from £55,000 to £40,000.

The board says that Roundabout still earns a good return on capital employed. Chivers Book Sales, having done particularly well in the first half, will not match this in the second six months, though returns will be "acceptable".

Redwood Burn's business will no longer be so seasonal since it has expanded from book manufacturing into new markets through web printing.

Australian loss hits Newman Tonks

By Jeremy Warner

Newman-Tonks Group
Year to 31.7.83
Pre-tax profit £2.8m (£2.7m)
Stated earnings 8.75p (9.18p)
Turnover £49.4m (£47.1m)
Net dividend 5.1p (same)
Share price 78p up 3p. Yield 9.4%

Newman-Tonks Group, the engineering company, has reported a rise in pre-tax profits for the year to the end of last August. On sales up from £47.1m to £49.4m, profits rose by 4 per cent from £2.7m to just over £2.8m.

The figures include the first contribution from Monarch Hardware in the United States, bought for £1.75m in August last year. It has now been slimmed down and is once more profitable.

The company has changed its year end to October 31 because of the inconvenience of preparing accounts during the summer holidays.

Trading in the quarter between August and October is traditionally the least profitable, but the indications are that the figures will be better than budget, the company said.

Complementary production within certain mainstream areas have been consolidated and the company expects to benefit from this organization during 1983/4.

Monarch Hardware in the US has exceeded its profit budget for the year.

A final dividend of 1.275p is to be paid for the three months to the end of October on top of the 5.1p the group is paying in respect of last year.

Small diamond mines doing well

Whatever the problems of De Beers and the Central Selling Organisation over the past two years, there are plenty of other companies for whom diamonds are proving good friends. Ashton Mining, Bridge Oil and the tiny Afro-West demonstrated yesterday that the intricate market structure sustained by the octopus leaves room enough for independent profits.

Ashton, of course, is poised to become quite important in the diamond business, holding as it does 38.4 per cent of the Argyle deposit, the northern Western Australian, Not earnings for the six months to the end of July shot up by no less than 125 per cent to £A2.68m (£1.67m).

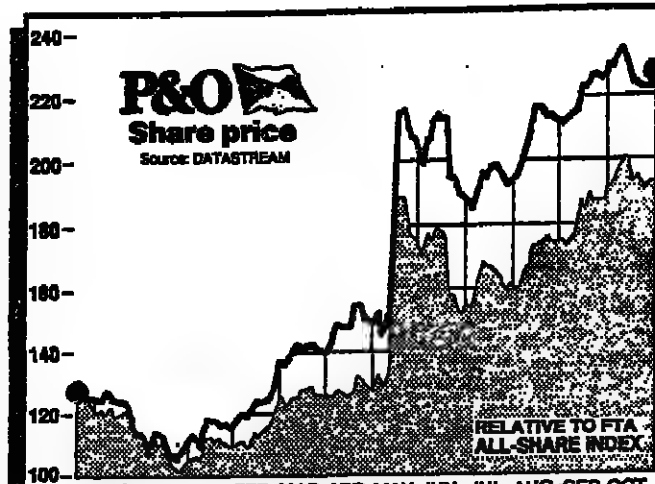
The reason was simply that Ashton had sold diamonds in quantity for the first time. Until now it has depended, like all exploration companies, on investments.

Significantly, however, the Ashton share price moved hardly at all. It closed in Australia at \$A1.37 - 1.42. The harsh truth is that important as the Argyle deposit may be, its prospects have been common property for a long time.

Investors who have held the stock for a while might feel that it is fully valued.

If exposure to the second-tier diamond mining companies is the goal, Bridge Oil might be an alternative. The company revealed yesterday that it is returning \$A4.4m by way of a 10-year bond carrying a coupon of 4.75 per cent. The initial conversion price is \$A3.43, compared with a current share price of \$A3.05-10.

Part of the proceeds will be used to refinance Bridge Oil's 50 per cent stake in the Aredor-Guinea diamond project. The political risk in West Africa is not to be denied, but equally, there is no doubting the potential of the field.



As Mr Jeffrey Sterling formally steps into the chair at Peninsular and Oriental Steam Navigation today, the shares have understandably been strong.

They have been helped by buying on behalf of Mr Sterling's company, Sterling Guarantee Trust. Although modest in numbers, at 3 million shares, the buying

has at least helped to provide a strong undercurrent of support. It is expected to continue.

Underlying this is the unwelcome £290m bid from Trafalgar which on the five-for-four share terms is currently worth £204p per P & O share and, in advance of the Monopolies Commission investigation, was always seen as a sighting bid.

Only 50 square kilometres of the 23,000 square kilometre concession have been explored properly and a find of 1.4m carats has been proved. Full production is scheduled to start in the first quarter of 1984.

Oddly, however, Bridge Oil's price was unmoved at \$A2.98-3.07. So for the brave yet another possibility is looming. Afro-West, which lost a lawsuit with the giant CRA over claims to the Argyle deposit, has a real deposit further downstream towards Lake Argyle.

It has recovered its first stones and if tests are satisfactory, will apply for an Australian quotation next year. Placing the stock is unlikely to be difficult.

John Finlan

John Finlan
Half-year to June 6, 1983
Pre-tax profit £103,000 (£232,000)
Stated earnings 2.15p (4.06p)
Turnover £1.82m (£1.54m)
Net interim dividend 3p (3p)
Share price 184, down 3p. Yield 4.9 per cent

Mr Stewart Jamieson, the new chairman of industrial buildings specialist John Finlan, is to seek shareholders' approval to buy a 15,500 square foot property in the American high technology zone of Colorado Springs for a total of \$1.245m (£830,000) cash.

Mr Jamieson, the Belfast venture, who is a fellow

director holds a sixth of Finlan's shares, took over from Mr John Finlan as chairman in July.

He views the Colorado purchase, which would bring in a rental from a base of £131,000, from a subsidiary of Borroughs Corporation, as a plan to develop Finlan's interests in property investment in the United Kingdom and abroad "while maintaining its commitment to its traditional activities."

Meanwhile, Mr Jamieson shrugs off the halving of profits for the half year, which, he says, reflects the earlier forecast that "due to the predominance of development work now commenced, by far the major part of turnover and profit in the current year would be achieved in the second half."

Scott & Robinson

Scott & Robinson
Half-year to 28.8.83
Pre-tax profit £558,000 (£124,000)
Stated earnings 7.85p (2.55p) (loss)
Turnover £11.7m (£8.8m)
Net interim dividend 0.75p (nil)
Share price 58p

A year ago, Scott & Robinson was described as a tedious and Jute company, serving the industrial textile sector. The nimble-footed management decided two years of losses were enough.

They sold the Jute interests into a new partnership with the Co-operative Wholesale Society and began rationalization, and then merged the rump with Plastico-Covers, a maker of polythene packaging products. The group is now described as a manufacturer of packaging products.

The result has been a return to profitability overall and a drastic reduction in the losses of the Jute side.

Jobs go as Nabisco reorganizes

By Vivian Goldsmith

Nabisco, the American biscuit and snack food manufacturer which took over Huntley and Palmer Foods a year ago in an £84m deal, is cutting jobs in the marketing and selling divisions.

Last month the company closed two biscuit plants with the loss of 1,300 jobs. Now the selling and distribution activities of the company are being drawn together.

Mr Michael Hopkins, director of corporate affairs, said that the number of redundancies would not be known for two or three weeks.

The company is combining the biscuit activities of Associated Biscuits and Nabisco and the cereal and dry-mix products under a new operation - Nabisco Brands Foods.

The peanut part of the business will operate alongside Smiths crisps' lines in the Nabisco Smiths division.

Radical changes in another biscuit manufacturer, W & R Jacob, of Dublin, are on the way. The recession would have caused a dent in profits this year anyway, but half-time figures released yesterday show huge losses as a result of a three-week strike.

Turnover slipped from £18.38m to £17.97m, but pretax profits of £1763,000 were turned into losses of £140,000.

Loans agreed for Boardman

The future of K. O. Boardman, the Lancashire wholesale textile importer, now looks more secure with news that refinancing negotiations with its seven bankers have been concluded successfully.

The company confirmed at the annual meeting that the banks had agreed to replace the unsecured overdrafts with new secured loans. The negotiations were first disclosed in the annual report released this month.

The company expects a small profit for the first half compared with a loss of £180,000 a year earlier. A statement said there were indications that the improvement would run through into the second half.

Boardman lost £190,000 in the year to last March, on sales of £15m and disclosed bank loans of £2.6m. The group regularly made a profit until 1978. Mr S. G. Rula and his Wrengate group which then took charge, bowed out at the end of September selling their 26 per cent stake.

Strong and Fisher returns to black

By Our Financial Staff

Strong and Fisher
Year to 1.7.83
Pre-tax profit £413,000 (loss £407,000)
Stated earnings 3.6p (loss 3.1p)
Turnover £38.5m (£38m)
Net total dividend nil (1.47p)
Share price 77 unchanged

Strong and Fisher (Holdings), the leather goods group which went into the red during its first half, has turned in a profit at full time. But the group has passed all ordinary dividend payments.

The resumption of payments depends on its continuing the profit levels which emerged during the second half of the year to July 1. The company said yesterday that the second-half improvement has been maintained but some markets are difficult, and some customers remain cautious.

Strong has reported pretax profits of £413,000, against a loss of £407,000, on turnover down from £39m to £38.5m. The figure has been struck after administrative costs, down from £2.8m to £2.4m, distributions charges of £940,000, against £1.2m and interest of £1.57m, against £2.1m. However, it includes associated

company profits of £196,000, against £293,000. Strong dropped sharply into a £826,000 loss at the half-way stage in January. At that time, Sir Ian Morrow, chairman, said that leather sales declined sharply in volume and value, resulting in deficit. Recent cut-backs, plus and improvement in orders, had brought the tanneries back into profitability.

For a full year, Strong suffered extraordinary losses of £573,000 against half that figure in the previous year. The group makes no mention of the current state of the balance sheet.



Back in favour: visitors on the steps of St Paul's Cathedral

US tourists flock back to Europe

By Our Correspondent, The Hague

The economic recovery in the United States and the strength of the dollar have led to a marked revival of American tourism to Western Europe.

Figures released at an American Express Travel European sales conference here indicate that air passenger volumes from the United States to Europe were up by 50 per cent this year.

Travel to Britain and Ireland was up by as much as 59 per cent while hotel bookings by American visitors to Britain were up by 37 per cent this year compared with last year.

American Express also noted increased bookings by British tourists to the United States after a marked drop over the past two years.

According to Mr William McCormack, president of American Express Travel Related Services International: "The rebounding economies all over the world and the expected weakening of the US dollar next year should lead to a balance in 1984 of the flow of tourists to and from the United States."

The money spent by American tourists on package holiday tours abroad was up by an average of 30 per cent. They spent an average 10 per cent more, after inflation, with their American Express cards.

The average British cardholder, according to American Express, is 45 years old, male, earns approximately £20,400 per annum, is either employed in a senior management position or is self-employed, spends 28 nights a year away from home, 19 of them abroad and his favourite sports are golf and squash.

Of 16.7 million card holders worldwide, 809,000 live in Britain and Ireland.

Investment among the top six steel mills should be down by more than 20 per cent on a construction basis, according to one report. This year's total already reflects a 5.1 per cent decline compared with last year.

Steelmakers have seen some improvement in demand in recent months as the US economy showed better-than-expected growth, and exports to China have boomed. But crude production, though higher than early forecasts, is expected to be around the still unprofitable level of 97 million tonnes this year.

For the half year which ended September 30, most companies were running an operating loss and dipping into financial reserves.

The likelihood of a slowdown in investment reflects both poor business and the completion of a number of big projects this year.

In some cases, companies are tightening financial belts. Only two of the companies are seen as maintaining or increasing investment next year. Kawasaki Steel puts 1984 fiscal year investment at an unchanged 138 billion yen. Nishin Steel, which cut spending sharply this year, is expected to raise spending by 132.4 per cent.

On the other hand, Nippon Steel, the largest integrated steel maker in the world, is said to be planning a 20 per cent cut to 200 billion yen next year. But the company would not confirm the estimate, made by *Nihon Keizai*, a leading business daily.

Nippon Kokan's spending will be down 40.5 per cent to 110 billion yen. Sumitomo Metal down 35.5 per cent to 100 billion yen and Kobe Steel down 26.1 per cent to 85 billion yen.

Cramphorn shares rise on advance in profits

By Our Financial Staff

Cramphorn, one of the first companies to arrive on the Unlisted Securities Market, continues to blossom. Yesterday, it announced that pre-tax profits had climbed from £304,000 to £377,500.

The dividend is up 5p to 25p and not surprisingly the shares responded with a 50p jump to £10. They have been above £11.

The company is in an old-fashioned growth business. It runs ten garden centres and has 34 shops in the South-East.

Once a corn miller, Cramphorn pioneered the highly successful garden centre concept in this country. It seems set for further progress.

Cramphorn shares suffer from their unfashionable, heavyweight look. Although on all fundamentals they are no dearer, the £10 quote is inclined to put many an investor, particularly the sort who trade round their garden centres, off the shares.

But assets, on a conservative valuation are well ahead of the share price.

Japan cuts steel investment

From Richard Hanson Tokyo

Japanese steel industry investment in new plant and equipment next fiscal year is expected to fall well below the 861.5 billion yen planned this year, according to a private estimate.

Investment among the top six steel mills should be down by more than 20 per cent on a construction basis, according to one report. This year's total already reflects a 5.1 per cent decline compared with last year.

Steelmakers have seen some improvement in demand in recent months as the US economy showed better-than-expected growth, and exports to China have boomed. But crude production, though higher than early forecasts, is expected to be around the still unprofitable level of 97 million tonnes this year.

For the half year which ended September 30, most companies were running an operating loss and dipping into financial reserves.

The likelihood of a slowdown in investment reflects both poor business and the completion of a number of big projects this year.

In some cases, companies are tightening financial belts. Only two of the companies are seen as maintaining or increasing investment next year. Kawasaki Steel puts 1984 fiscal year investment at an unchanged 138 billion yen. Nishin Steel, which cut spending sharply this year, is expected to raise spending by 132.4 per cent.

On the other hand, Nippon Steel, the largest integrated steel maker in the world, is said to be planning a 20 per cent cut to 200 billion yen next year. But the company would not confirm the estimate, made by *Nihon Keizai*, a leading business daily.

Nippon Kokan's spending will be down 40.5 per cent to 110 billion yen. Sumitomo Metal down 35.5 per cent to 100 billion yen and Kobe Steel down 26.1 per cent to 85 billion yen.

On the other hand, Nippon Steel, the largest integrated steel maker in the world, is said to be planning a 20 per cent cut to 200 billion yen next year. But the company would not confirm the estimate, made by *Nihon Keizai*, a leading business daily.

Nippon Kokan's spending will be down 40.5 per cent to 110 billion yen. Sumitomo Metal down 35.5 per cent to 100 billion yen and Kobe Steel down 26.1 per cent to 85 billion yen.

Once a corn miller, Cramphorn pioneered the highly successful garden centre concept in this country. It seems set for further progress.

Cramphorn shares suffer from their unfashionable, heavyweight look. Although on all fundamentals they are no dearer, the £10 quote is inclined to put many an investor, particularly the sort who trade round their garden centres, off the shares.

But assets, on a conservative valuation are well ahead of the share price.

COMPANY NEWS IN BRIEF
Duquoy
Half-year to 30.6.83
Pre-tax profit £559,000 (£589,000)
Turnover £811,000 (£829,000)
Net interim dividend 4.1p (same)

John C. Small and Thomas
Half-year to 30.6.83
Pre-tax loss £138,000 (profit £5,000)
Loss per share 11.37p (profit 0.67p)
Turnover £2.7m (£2.3m)
Net interim dividend None (same)

Fleming Universal Investment Trust
Half-year to 30.9.83
Attributable profit £821,000 (£820,000)
Stated earnings 3.89p (3.73p)
Gross revenue £1.4m (£1.4m)

English and International Trust
Half-year to 30.6.83
Pre-tax profit £535,000 (£572,000)
Gross revenue £718,000 (£740,000)
Net interim dividend 1.5p (same)

Makers count cost in fight for small computer market

By Andrew Pollack

New York (NYT). - The losing battle of Texas Instruments in the home computer market has taken a severe toll on the company's finances, its reputation and its employees.

Yet more than one million other people - the owners of the Texas Instruments' 99-4A home computers - will suffer as well.

They are likely to find it much more difficult to get their machines repaired and to find new programmes and peripheral equipment such as data storage devices and printers, to use with the machines.

Their situation will be somewhat akin, but perhaps more severe, to the situation confronting those who own eight-track tape players and find that many of the latest recordings are no longer available in that format.

It was a real hindrance to have almost two million users left without support, said Mr Roger Harrison, vice-president of a group of Texas Instruments' home-computer users in northern New Jersey. His estimate of the number of users is higher than many others.

Texas Instruments announced last week that because of continuing heavy losses, it was ceasing the manufacture and sale of its 99-4A home computer. But it said it would continue to advertise the 99-4A and slash the price to clear stocks.

The company lost \$110.8m (£74m) in the third quarter, following a loss of \$119.2m in the second. It also made a \$330m write-off against earnings to cover losses and withdrawal from the home-computer business. This followed a second-quarter pretax loss of \$183m on home computers.

Texas Instruments is not the first - and is not likely to be the last - to get out of the highly volatile home and office computer business.

Osborne Computer, which made somewhat more expensive machines than Texas, went into bankruptcy last month. Many other smaller companies are expected to fail by the wayide and even some larger companies might pull out of the business, which is plagued by severe price-cutting and rapidly changing technology that can make a product obsolete overnight.

Buying a home or office computer is thus becoming a risky task for consumers. Analysts say the net result of both the Texas pullout and the Osborne bankruptcy is that consumers will either defer purchases of computers until the market settles down or will stay with big companies such as International Business Machines and Apple Computer.

Some think that Texas Instruments' abandonment of the market, despite repeated statements to the contrary, will also discourage people from buying its more expensive office personal computer, the Professional Computer, which the company is continuing to make.

Indeed, analysts say the Texas pullout leaves the market even more wide open for IBM, which is expected to introduce its home computer, the PC Jr., on Tuesday.

Texas, Commodore International and the Atari unit of Warner Communications have been battling at the low end of the market, with computers selling for \$200 or less.

Both Texas and Atari have been plagued by heavy losses. Commodore, which has emerged the victor for now, also seems to be feeling the pressure, with product reliability problems and product shortages.

For Texas customers the future is not clear. The company has said little about how customers are to be supported.

Future Computing, a market research company in Richardson, Texas, estimates that between one million and one and a half million 99-4A computers have been sold, making the machine the second most widely owned machine after the Commodore Vic-20 and slightly ahead of the Apple II.

Texas Instruments did say it would continue to provide service for the computer, meaning that owners can send broken machines to the company's service centres for repairs. It is not clear how long that will continue, but it should be for at least a year, since the company is selling its computers today with a one-year warranty.

It is likely that it will be more and more difficult to get new software or new peripherals, which expand the machines' capabilities.

Hongkong banks in £177m rail loan

Manufacturers Hanover's original target of 15 banks.

Another six banks have joined the transaction at a lower level, as co-managers, which means that they will contribute less to the loan. Efforts are underway to find other banks to join at the lowest level, as participants.

Each of the 17 banks in the management group formed in early October was responsible for providing an average of HK\$118m for the loan. But they expect this amount to be reduced to HK\$80-85m by the time the process of finding other banks to join the loan is completed.

The loan to the MTR is repayable over eight years. Lenders have the option of increasing their commitment by as much as 100 per cent which means they could add up to HK\$2.2 billion to the loan, in 1986, when the MTR will have fresh financing needs. New funds provided will be repayable over 6½ years.

Several bankers say the loan's success in the face of adversity reflects the high credit rating of the MTR.

Interest payable on the loan is based 75 per cent on the Hongkong interbank offered rate (Hibor), and 25 per cent on the Hongkong prime rate. Hibor, which is a rate financial institutions charge one another for funds on the local interbank market, is normally lower than the prime rate, which is what banks charge customers.

Sixteen banks, all of them Hongkong offshoots of foreign banks, joined Manufacturers Hanover in the loan's management group. This exceeded

Indonesian debt confidence

By Our Correspondent Jakarta

Indonesia's Economics Minister Mr Ali Wardhana said yesterday that only 24 per cent of export revenues would have to be used to service the country's debts.

He urged foreign financial institutions not to lump Indonesia with other developing countries, such as Poland, that were unable to meet their debt.

Mr Wardhana, talking to the 14th world congress of the International Association of Financial Executives Institutes, said that favourable terms won on three large loans so far this year, including a £1 billion syndicated credit, had indicated continuing confidence in the Indonesian economy.

Base Lending Rates

ABN Bank	9%
Barclays	9%
BCCI	9%
Citibank Savings	110%
Consolidated Crds	9%
Continental Trust	9%
C. Hoare & Co	9%
Lloyds Bank	9%
Midland Bank	9%
Nat Westminster	9%
TSB	9%
Williams & Glyn's	9%

7 day deposits on basis of order £100,000, 10%, £250,000 and over 7½%

STORE GUIDE

CENTRAL

If you want to know how your new brands going to move in the nation's stores, Central is the perfect guide.

Our unique geographical position gives us a retail profile which closely matches that of the country as a whole.

APPOINTMENTS

US post for Gillette chairman

Gillette Industries: Mr R. H. Burton will retire as chairman on January 1 when he will become deputy to the chairman of the parent, Gillette Company, Boston.

Baker & McKenzie: Mr Anthony Davies has been appointed to the partnership. R. Robert Pick recently resident in Baker & McKenzie Hongkong and Singapore, has now returned to the London partnership.

Location of Industry Bureau: Mr du Parc Braham has joined the board.

Stockdale Filtration Systems and Fluid Systems Europe BV: Mr Geoffrey Sneddon has become managing director of both companies.

Scott Paper International: Mr Raymond Dinkin has been appointed vice president - Continental Europe.

MCP Electronics: Mr Ronald Adams has been promoted to managing director.

Thorn EMI Dynastek: Mr Donald Billington becomes technical director, while Mr Colin Richards has been promoted to financial director.

Protect Dr John Ballard has been made a technical business manager.

SE Tietz & Partners: Mr R. S. Narayanan has been made a partner.

Highgate Optical & Industrial: Mr John Tozer, a director, has been elected chairman.

St James's Corporate Communications: Mr Simon Culham is now chief executive. Mr Peter Frost, has been appointed executive deputy chairman. Mr Bill Aschworth, Mr John Ellwood, have become directors of the agency and Mr Roy Bennett, Miss Diane Johnson and Mr Derek Prebble have been made associate directors. Mr John Castle, the chief executive of Lopez, has been appointed non-executive chairman of St James's following the retirement from full-time executive duties of Mr Harry Bengough. Mr Bengough will retain his connection with St James's as a consultant.

Alexander Howden Group: Mr R. M. Page is now a director.

Bain Davies Credit: Mr Douglas Graham-Campbell has been appointed a director.

Charterhouse Petroleum: Mr Tim Eger, MP, joins the board.

Marketing and advertising: Torin Douglas reports on the boom in PR

The poor relation improves its public image



Harold Burson (above): "Brand managers have discovered public relations as a support tool". Qualcast's advertisement (right) was the result of this PR support.



The public relations industry has traditionally done a pretty poor job on itself for a business whose job is to ensure its clients are seen in the best light. The industry attracts few plaudits, many brickbats, is sneered at by many journalists and is looked down on as the poor relation of the big-budget advertising world.

Yet there are signs, particularly within the marketing business, that public relations is being taken more seriously as a management function that can have a beneficial impact on the balance sheet.

This is true not just in Britain where in the last five or six years a number of highly marketing-oriented public relations companies have been set up, but in other parts of the world.

Mr Harold Burson, chairman and chief executive officer of Burson-Marsteller, the world's largest consumer marketing public relations company says: "Something rather remarkable has happened in the last five or ten years. Brand managers have discovered public relations as a support tool which had not been recognized before. There is a clearer focus on how to use publicity and a willingness to commit larger sums of money to accomplish objectives."

Mr Burson, who set up his company 30 years ago, has been in London discussing the state of the public relations business. London is the group's third largest office, after New York and Chicago, and accounts for about 45 per cent of the company's business in Europe.

"One of the reasons for the increasing use of public relations by marketing management is the high cost of delivering television messages, which means that it is becoming more important to maximize the effectiveness of those messages in additional ways," he says.

"Another is simply the tyranny of the 30-second commercial, which severely limits the message one can put across at a time when the consumer has an ever greater hunger for information about products - the ingredients, new forms of usage and so on.

"We in public relations are able to extend the scope of those messages, not just to the consumer, but to regulatory bodies, schools, the medical profession and other more narrowly-segmented audiences."

Public relations, Mr Burson, emphasises is not a replacement for media advertising. "Public relations cannot provide the frequency to keep a major brand in front of the public and unless we recognize that we are a support tool we are fooling

ourselves," he says. We can nevertheless enable an advertiser to get more from his media expenditure by giving him more credibility and recognition and by reaching specific groups of people.

Such an argument may not seem surprising, given that Burson-Marsteller has always had an advertising agency arm and that it is now a subsidiary of Young & Rubicam America's biggest advertising agency.

Many of the biggest public relations companies, both in Britain and worldwide, are owned by advertising agencies, but even those that are not, work closely with their clients' advertising staff.

A good example is the case of Qualcast, the lawnmower manufacturer which has been locked in the "hover bover" war with rival Flymo for three years.

It was the commercials by the advertising agency Wight Collins Rutherford Scott that formed the spearhead of Qualcast's campaign to show that its rival's rotary hover mowers

are not as convenient as they seemed, but it was the public relations company, Biss Lancaster, that ensured that the press covered the row. When it organized a challenge match between the two mower companies this year, the resultant press cuttings formed the basis for a new advertisement.

Biss Lancaster claims it is unusual in that its directors come from the client side of marketing and advertising rather than journalism and that this makes it better able to understand a client's needs.

Managing partner Ms Adele Biss was a Unilever brand manager and head of communications at Thomson Travel, while Mr Graham Lancaster was previously head of public affairs at the Association of British Travel Agents.

Ms Biss echoes Mr Burson's views on the ability of public relations to reach more narrowly-defined audiences than advertising. In the case of Qualcast, for example, it ensured that the gardening press was fully informed of the

research that had gone into its performance claims.

"Narrowcasting is becoming more and more important and the growth of local radio and local freshnews enables us to get a lot more mileage for our clients," she says.

Radio is a particularly useful channel for newspapers and magazines which want to get publicity for their stories, but it requires a great deal of time and planning. One of the signs of the growing acceptance of public relations within journalism is the fact that Fleet Street is using consultants more heavily and consistently than before.

Biss Lancaster works for Express Newspapers. Times Newspapers uses Grand Communications - the sister company of its advertising agency, Grandfield Rork Collins - and Associated Newspapers has employed Communications Strategy on the Mail on Sunday since the pre-launch planning stage.

Mr Bruce Clark, chairman of Communications Strategy says: "We now have someone who

Whitehall notebook
How Britain fudged its oil prediction

Britain is now producing oil from the North Sea at the rate of 2.4 million barrels a day, the highest level yet achieved.

By a neat coincidence, news of this latest milestone emerged a few days ago at the same time as ministers from the Organization of Petroleum Exporting Countries were holding a meeting of their market monitoring committee, and addressing themselves to the familiar problem of how to share out among themselves the stubbornly modest world demand for their oil.

What happens in the North Sea and what happens at Opec are directly related, as everybody is now aware. Rising oil production from Britain and other non-Opec producers, such as Norway and Mexico, has been one of the most important factors behind Opec's persistent difficulties in shoring up the oil price against market pressures for a fall.

The diplomatic tightrope that Mr Nigel Lawson, then Britain's Secretary of State for Energy, had to walk during last March's marathon Opec meeting in London demonstrated that Britain could not wash its hands of the oil price business, much as it might have liked.

What is interesting about the latest oil production figures is that they mean that Britain's North Sea output this year will probably average just under 2.5 million barrels a day, as opposed to just under 2.1 million barrels a day last year. This increase of some 10 per cent - compares with Mr Lawson's assurance to Opec in March that North Sea output was expected to be "about the same" this year as last.

At the time, the assurance raised some eyebrows in the industry, not least at the British National Oil Corporation, which was providing MPs with its own prediction of future North Sea output, showing all too accurately the rise in production that has now occurred.

Now the assurance can be more clearly seen as the kind of diplomatic "fudge" that Mr Lawson had little choice but to make, as he cast round for some way to give the Opec ministers as they camped on his doorstep, and pleaded for

Britain to join in their efforts to fix price and production levels.

Though they made much of these assurances at the time, it must be doubtful whether Sheikh Ahmed Zaki Yamani and the astute Opec ministers really believed that Britain was going to abandon its established policy.

A recent speech by Mr Richard Lawson, Minister of State at the Foreign Office, on Britain's policy towards Opec reiterated the official line that the Government has no wish or power to restrain production, at least until the so-called Varley assurances run out at the end of next year. Mr Eric Varley, when Labour's Energy Secretary, promised the oil companies that he would not force them to cut production on the early fields.

Now that he is installed as Chancellor, Mr Lawson is unlikely to want to resist the domestic financial pressures to keep the North Sea revenues running at the maximum possible level through the middle of the 1990s.

By 1987, North Sea oil output will be starting to decline, and the Government is already aware of the urgency of encouraging new developments to replace the lost production. As Mr Martin Lovegrove, the respected North Sea consultant, pointed out in a recent book, "It now looks as though government-imposed production cutbacks for depletion reasons are a dead issue."

This raises the question of what, if anything, the British Government can offer Opec the next time there is an oil price crisis, and it is called upon to do something to assist in maintaining "oil price stability".

Mr Luce emphasized the need for bilateral contacts with Opec members to "keep in touch on important economic and political questions".

Ministers have clearly learnt valuable lessons from their March experience, but whether this has developed into a meaningful policy - other than fudging and wading in the hope that the crisis will blow over - is something that has not yet become apparent.

Jonathan Davis

Authorized Units & Insurance Funds			
Unit Name	Current Price	Previous Price	Change
1. American Mutual Fund	10.50	10.40	+0.10
2. British Overseas Investment	12.30	12.20	+0.10
3. Canadian Pacific Fund	11.80	11.70	+0.10
4. Commonwealth Fund	13.20	13.10	+0.10
5. European Growth Fund	14.50	14.40	+0.10
6. International Development	15.80	15.70	+0.10
7. Japanese Investment	16.20	16.10	+0.10
8. Latin American Fund	17.50	17.40	+0.10
9. Middle East Growth	18.90	18.80	+0.10
10. North American Equity	19.30	19.20	+0.10
11. Pacific Rim Fund	20.70	20.60	+0.10
12. South American Investment	21.10	21.00	+0.10
13. Swiss Confederation	22.50	22.40	+0.10
14. United Kingdom Bond	23.90	23.80	+0.10
15. World Wide Fund	24.30	24.20	+0.10
16. Asian Development	25.70	25.60	+0.10
17. European Union	26.10	26.00	+0.10
18. Global Growth	27.50	27.40	+0.10
19. International Equity	28.90	28.80	+0.10
20. Japanese Bond	29.30	29.20	+0.10
21. Latin American Equity	30.70	30.60	+0.10
22. Middle East Bond	31.10	31.00	+0.10
23. North American Bond	32.50	32.40	+0.10
24. Pacific Rim Equity	33.90	33.80	+0.10
25. South American Bond	34.30	34.20	+0.10
26. Swiss Growth	35.70	35.60	+0.10
27. United Kingdom Equity	36.10	36.00	+0.10
28. World Wide Bond	37.50	37.40	+0.10
29. Asian Equity	38.90	38.80	+0.10
30. European Bond	39.30	39.20	+0.10
31. Global Bond	40.70	40.60	+0.10
32. International Bond	41.10	41.00	+0.10
33. Japanese Equity	42.50	42.40	+0.10
34. Latin American Bond	43.90	43.80	+0.10
35. Middle East Equity	44.30	44.20	+0.10
36. North American Equity	45.70	45.60	+0.10
37. Pacific Rim Bond	46.10	46.00	+0.10
38. South American Equity	47.50	47.40	+0.10
39. Swiss Bond	48.90	48.80	+0.10
40. United Kingdom Bond	49.30	49.20	+0.10
41. World Wide Equity	50.70	50.60	+0.10
42. Asian Bond	51.10	51.00	+0.10
43. European Equity	52.50	52.40	+0.10
44. Global Equity	53.90	53.80	+0.10
45. International Equity	54.30	54.20	+0.10
46. Japanese Bond	55.70	55.60	+0.10
47. Latin American Equity	56.10	56.00	+0.10
48. Middle East Bond	57.50	57.40	+0.10
49. North American Bond	58.90	58.80	+0.10
50. Pacific Rim Equity	59.30	59.20	+0.10
51. South American Bond	60.70	60.60	+0.10
52. Swiss Equity	61.10	61.00	+0.10
53. United Kingdom Equity	62.50	62.40	+0.10
54. World Wide Bond	63.90	63.80	+0.10
55. Asian Equity	64.30	64.20	+0.10
56. European Bond	65.70	65.60	+0.10
57. Global Bond	66.10	66.00	+0.10
58. International Bond	67.50	67.40	+0.10
59. Japanese Equity	68.90	68.80	+0.10
60. Latin American Bond	69.30	69.20	+0.10
61. Middle East Equity	70.70	70.60	+0.10
62. North American Equity	71.10	71.00	+0.10
63. Pacific Rim Bond	72.50	72.40	+0.10
64. South American Equity	73.90	73.80	+0.10
65. Swiss Bond	74.30	74.20	+0.10
66. United Kingdom Bond	75.70	75.60	+0.10
67. World Wide Equity	76.10	76.00	+0.10
68. Asian Bond	77.50	77.40	+0.10
69. European Equity	78.90	78.80	+0.10
70. Global Equity	79.30	79.20	+0.10
71. International Equity	80.70	80.60	+0.10
72. Japanese Bond	81.10	81.00	+0.10
73. Latin American Equity	82.50	82.40	+0.10
74. Middle East Bond	83.90	83.80	+0.10
75. North American Bond	84.30	84.20	+0.10
76. Pacific Rim Equity	85.70	85.60	+0.10
77. South American Bond	86.10	86.00	+0.10
78. Swiss Equity	87.50	87.40	+0.10
79. United Kingdom Equity	88.90	88.80	+0.10
80. World Wide Bond	89.30	89.20	+0.10
81. Asian Equity	90.70	90.60	+0.10
82. European Bond	91.10	91.00	+0.10
83. Global Bond	92.50	92.40	+0.10
84. International Bond	93.90	93.80	+0.10
85. Japanese Equity	94.30	94.20	+0.10
86. Latin American Bond	95.70	95.60	+0.10
87. Middle East Equity	96.10	96.00	+0.10
88. North American Equity	97.50	97.40	+0.10
89. Pacific Rim Bond	98.90	98.80	+0.10
90. South American Equity	99.30	99.20	+0.10
91. Swiss Bond	100.70	100.60	+0.10
92. United Kingdom Bond	101.10	101.00	+0.10
93. World Wide Equity	102.50	102.40	+0.10
94. Asian Bond	103.90	103.80	+0.10
95. European Equity	104.30	104.20	+0.10
96. Global Equity	105.70	105.60	+0.10
97. International Equity	106.10	106.00	+0.10
98. Japanese Bond	107.50	107.40	+0.10
99. Latin American Equity	108.90	108.80	+0.10
100. Middle East Bond	109.30	109.20	+0.10

Comdex struggle to link exporters to the buyers

Battle of the 'marriage' brokers

THE WEEK

Maggie McLening

Quality and not quantity was the watchword at this year's Comdex/Europe '83 exhibition, the second to be held in Amsterdam for Independent Sales Organisations.

Last year's event was deemed a washout by many of the disappointed exhibitors, who waited in vain for European retailers, distributors and export managers to turn up in force, and the situation had not noticeably improved.

Finding suitable retail outlets in foreign countries is one of the main stumbling blocks for both hardware and software companies anxious to export their products. An international trade show such as Comdex is one of the few 'marriage brokers' open to them; the only problem arising in persuading the right visitors to attend.

Despite a fervent advertising campaign, Comdex/Europe '83 attracted only fractionally more people than last year, with attendance estimated at around

3,000 by the end of the second day.

There appeared to be a consensus of opinion among the 220 exhibitors, particularly those with unhappy memories of last year, to maintain a presence at minimal cost. This resulted in some campsite-like stands and in software companies such as Peachtree spreading their products across several other exhibitors' pitches. Nevertheless, there were some interesting new products and companies at the show.

One of the chief attractions was Hewlett Packard's answer to the IBM Personal Computer, the HP 150, internally code-named "Magic". The HP 150 has a unique touch sensitive screen based on a grid of light emitting and photo diodes, which provide Comdex visitors with such novelties as teaching

a tab label on the screen to make the HP personal card file program show a particular card.

Two other machines on public display for the first time at Comdex were CASIO's FP-200 portable, with liquid crystal display and built-in CETL spreadsheet application software, and ICL's new version of the PERQ scientific workstation.

The upgraded PERQ has a larger internal memory of 2 megabytes, with the option of 35 megabyte hard discs instead of the previous 24 megabyte version, and has acquired a more distinctive streamlined shape. ICL is currently looking for dealers for the machine, intending to build up a 30-strong network in Holland, and managed to sell two of the new PERQs on the first day.

One of the few companies to

have a large stand at the show, ICL had had "very good experiences and signed up interesting new contacts" at last year's Comdex, according to Mr H. A. Van Der Veg of ICL's European division.

This year he considered to be even better, claiming that ICL's first colour video system (as yet unofficially launched in the UK), was attracting considerable attention. The colour video terminal is due to become a standard product, costing about £1,200.

Personal and small business computer manufacturers were out in force, including a contingent from the growing number of IBM-compatible suppliers. Corona Data Systems, which recently launched its portable and desk-top Corona PCs in the UK through distributor Midletron, gave the

Kees Boer... answering.

machines their first European airing, and Bytec Galistream made a flurry of announcements about the 16-bit Hyperion portable.

The chief of these was a 14 per cent price cut due to full production coming on stream and the bundling of relational database system Aladin, bringing the price of the Hyperion down to £2,599 including the software. Comdex also marked the entry of Bytec Galistream into Europe as a single entity, after a takeover earlier this year.

Another recently-formed British company launching in Europe is Trifid Software, an offshoot of American Can UK. Trifid Software is one of the few companies to specialize in applications based on the PICK operating system, which is steadily gaining in popularity.

"Initially we intend to concentrate on financial, distribution and manufacturing software," said managing director Rennie Akins. "The vast majority of manufacturing systems on the market don't work,

but we use the Trifid MCS package ourselves, having developed it over six years, so we guarantee that it works."

Manufacturing software is an expanding area, predicted to grow by about 30% a year, and Trifid is looking for distributors in several European countries. As a start, it has sold a £60,000 system to a multi-national organisation based in Holland, which intends to expand use of the package to two other countries.

Despite the strong current taking UK and US products into Europe, there is a small movement the other way. Perhaps one of the most successful Dutch companies in the UK so far, Holland Automation, announced the introduction of hot-line telephone support for end-users of its HAI software packages.

Another Dutch company anxious to crack the UK market is DMS Automation in Utrecht, which offers a mixture of application and system software, including an advanced voice response system called Boektel.

Boektel was developed by DMS's sister company Comsys in conjunction with Central Boekhuis, and acts as an answering service for a computer holding a stock control system. A customer dials into the computer and questions or orders are answered by a human voice.

"No-one else in Holland has anything like this, although it has been installed in the UK as a car parts ordering system," claimed Kees Boer, head of Systems Development Division at DMS Automation.

Medium-rare on the printout

COMPUTER BRIEFING

A chain of restaurants in which the waiters, cooks and cashiers all communicate over a computer network is being set up by Joannes Tettey & Son, the Leeds brewers.

Following experience with a prototype in Leeds, Tetteys have adopted the Plantime Fermanco computerized system, which is now also operating in Sheffield, Derby and Nottingham.

The waiter or waitress keys in a customer's order, the midday or evening well-done - on a Fermanco terminal in the restaurant, and the information is transmitted to a printer in the kitchen. When the order is ready, the kitchen signals back to the restaurant, and at the end of the meal the terminal produces an itemised bill.

Further systems have been ordered by Tetteys for restaurants in Manchester and Birmingham, and plans are well advanced to extend the computerized restaurants to other developments.

A computer in an airship sounds like an anachronism, but Fermanco is to supply a computer-controlled display system for Airship Industries' third Skyship 500.

It will be used for aerial advertising in the USA by the Golden Nugget hotel and casino group, and a desktop computer in the Skyship's cabin will control the two huge displays which will be mounted on each side of the airship. These will be made up of over 100,000 light-emitting diodes (LEDs), and the computer will allow the operators to choose simple animated graphics or rows of letters, both in colour.

A comprehensive CPM software directory, listing over 2000 applications packages, will be available from mid-November. Although it is the third year for the directory, it is the first time it has been distributed in Europe, where, for £15, it will be sold from Digital Research distributors.

Yet another technology based factory is to be set up in the Irish

Republic. American memory storage producer System Industries is establishing an IR£3 million subsidiary near Dublin airport to manufacture disc and tape controllers.

It hopes to employ about one hundred staff within two years of start-up, and will join the existing 250 plants involved in electronics manufacturing that are already operating in Eire.

UK events

Computertown UK, Naissea Library, Avon, until November 18
Software Expo, Wembley Conference Centre, London, November 8-10

Home Computer Exhibition, Dublin, November 8-13
Personal Computer & Leisure Technology Exhibition, Homestech, Bristol Exhibition Centre, November 11-13

Malvern Micro Fair, Malvern Winter Gardens, Worcs, November 12
Manchester Apple Village, Belle Vue, Manchester, November 13-15

COMPEC, London, Olympia, November 15-18
Computer Aided Design for the Building Professional, RIBA, 65 Portland Place, London W1, November 18

Hampshire Computer Fair, Winter Gardens, Cleithorpes, November 20

Northern Computer Fair, Belle Vue, Manchester, November 24-26

Overseas events

Gulf Computer Exhibition, Dubai, November 21-24
Computer Indonesia, Jakarta, November 22-25

Computer Dealers Exhibition, Las Vegas, USA, November 28-December 2

Compiled by Personal Computer News

ASUS

Fun in graphics at £2,000 a second

By Keith Mason

Walt Disney, a man who had such an imaginative genius for animation is, by now, likely to be rotating in his grave at the thought of a possible computer takeover of the art form which he helped to make so popular.

Although computer graphics in the form of computer-aided design systems have been around for a decade or more, it is only in the past couple of years that people have realised the enormous potential computers have in aiding designers with life-like graphics and animation.

Computer-generated wire-frame drawings for engineers, for instance, although they have a certain aesthetic appeal, are decidedly old-hat. There is no

reason why they should not have flesh on the bones as well.

John Vince of Middlesex Polytechnic, who has been plugging away since the late 1960s developing a suite of software programs called Picasso designed to take the drudgery out of graphic design and animation on computers, confirmed that in the last couple of years, development of computer graphics has been particularly rapid reaching a point of sophistication which has finally made the outside world sit up and take notice.

Perhaps not surprisingly television companies were among the first to jump on the bandwagon. Hardly a TV programme goes by these days without some form of computer

graphics or animation in the title sequence - Angels, The Money Programme, Newsnight and Bergerac among them.

The Channel 4 logo owes its existence to a computer and is a monument to the current state of the art. When the thing rotates, apparently all the shadows and reflections are where they would naturally be - so watch closely next time.

Not everything is perfect from the beginning. Initial tests on the Channel 4 logo disintegration sequence saw one missing piece mysteriously trying to join the logo while the rest broke up. A further graphic commissioned for a darts programme on TV was intended to demonstrate a maximum 180 but initially showed that the third dart had missed when viewed from behind. Still, it just proves you can't win them all first time round.

Advertising agencies, too, have been keen to cash in on the special effects that can be achieved with computer graphics and animation and judging by the stunning achievements it would seem that dear old Walt's domain will not be able to hold out much longer. Already it is rumoured that the Americans are working on computer-generated 3D cartoons which will be on television in a few years.

There are, however, drawbacks associated with the possible future development of computer animation, the most important being the cost. Computer graphics are hideously expensive to produce, with anything commercially decent costing in the region of £2,000 per second which consists of 24 35mm slides. So, at the moment, only those with extremely deep pockets and relatively high advertising or research budgets can afford to experiment.

Time for new thinking at the bureaux

Computer bureaux, whose death has been prematurely announced for the last two years, will have to remain and recruit a wide variety of new staff in order to avoid a slow death in the market.

The rationale behind the success of bureaux has long passed for all but the specialist. They were founded on the principle that computer time and storage was expensive while there were more users than time available.

The bureaux therefore bought a big expensive machine and split its use between a host of customers. At first the customers had to send their data to

existence will now claim that it is a computer service company, offering a range of services from the traditional time on a big machine, through applications development to complete systems implementation.

All these new aspects of the job mean new skills. Software development will have to be grafted on to the software support function if specialised users are to be enticed and kept in the fold.

Technological evaluation will have to be done by someone within the company if the bureau is to branch out and offer its own special software running on someone else's hardware.

The marketing operating will have to be strengthened to include technicians who can talk to the customer in their own language so that the specialist market niche can be addressed in its own terms.

Bureaux are going to find it difficult to find these new talents. They will have to fight among themselves for the best talent and also do battle with every other computer services company, none of which will lie down and let the reformed bureaux walk away with either its talent or its market.

Clearly not all of the bureaux can make the transition. Those that do not have plans to shift their position will die sooner rather than later, given the speed with which the personal computer market is eating away at the installed base of terminals sitting on executives' desks.

Many of them need not die, however, given the talent of their employees and the potential in the computer services market.

JOB SCENE

Richard Sharpe

the bureaux for processing but lately the customer could simply dial from a supplied terminal and activate the programme or log on for a session.

The falling cost of computer power and the advent of the microcomputer are now killing that simple business. Bureaux which have not developed a specialised niche are dying faster than those that have because there is still a demand for extraordinary power and services for financial applications and engineering users.

The old-style bureaux need salesmen to sell them computer time, a handful of operations staff to keep the whole thing running, and a few software support staff to supervise the development of the operating system and customers' software. Virtually every bureau still in

The 10 Series copier. Likes to think for itself.

The new Xerox 1075 is the pride of the 10 Series range. If you like, the new state of the art.

As it has the ability to monitor its own paper flow and copy quality, it can check constantly for deviations (some of which may not even be visible to the human eye) and make its own adjustments.

So you get top quality copies even doing the longest copy run.

It can copy at up to 70 copies per minute, has four pre-set reduction ratios as well as a variable 'zoom' reduction facility.

And, as it's a modular copier (with various configurations), the 1075 can offer you everything from stapled sets to automatic double-sided copying, reduction, and even a unique built-in computer forms feeder.

Furthermore, the 1075's microprocessor technology gives you a total of fifteen variations on the contrast of your copies, and a self-diagnostic illuminated message display system. A device that tells you what it is doing and what you need to do next.

Not that the 1075 should need much help. Because it, and the other copiers in the 10 Series range, have been subjected to the most exhaustive series of tests and research ever mounted by the company.

The result of all this painstaking research is a range of copiers that are quieter, more advanced, more economical and more reliable than anything we've ever produced before.

FREEPOST THIS COUPON TODAY. NO STAMP REQUIRED
To Rank Xerox (UK) Ltd., Freepost, 22 Stephenson Way, London NW1 1YH.
Please let me have, without obligation, further information on the Xerox 10 Series Copiers.

Name _____
Position _____ Tel. No. _____
Company/Organisation _____
Address _____

Postcode _____
Type of business _____

24-HOUR INFORMATION SERVICE. ASK THE OPERATOR FOR
FREEPHONE RANK XEROX
OR DIAL 01-380 1418

Flying the flag for British knowledge

It was the seventh floor, and the builders were in. Nigel Vince, manager of ICL's Knowledge Engineering Group, apologized for the untidiness, but his heart was not in it. He knew that, almost without exception, workers in the field seem to spend their days in a litter of paper, books, journals, and electronics - and that this is role-playing.

It is, it must be said, no more obsessive than the usual senior management passion for hierarchy, order, and tidiness - and there is plenty of that too in ICL. The really knowledgeable, and sensible, senior executive understands full well that for many of those in the AI community, the disapproved behaviour is a badge of office, and he quietly shuts the door and lets them get on with it, monitoring performance according to whatever criteria have been established and agreed.

For it is, I suspect, unlikely that the seventh floor will be much different when the builders are out. Knowledgeable highly skilled people can dictate their own working environment.

That is not all they can dictate. I was watching one demonstration while in the background I could hear Nigel Vince discussing a long meeting he had had with Personnel, where he had told them that for some staff he was willing to pay up to twice his own salary, and how it almost seemed to have offended some people's notions of a sense of hierarchy.

The group employs about 25, but can also call on as many more professionals in other parts of the company, particularly in those software parts concerned with decision support. It has a wide mix of skills, including a couple of cognitive psychologists, and the types of people he is looking for are to be found among those who have built simulators and models, people who have expertise in extracting knowledge from a situation, who can then be

complex database systems to which have been added intelligent searching, analysis and correlation software tools, through to systems in the full AI professional expert systems tradition, indeed extending it. It may seem surprising after all the publicity, but most of the expert systems so far built have been really simple systems. The best expert systems contain knowledge about knowledge, and there are hardly any of those which go to any level of complexity.

All this can lead into very deep territory. For instance, the consideration of a field of expertise can involve a study of the quality of the knowledge within it, as well as the validity of the tools for measuring it. This is particularly true in areas where the parties considering a body of "knowledge" may have quite validly as they see it, different perspectives on it.

The group has built a number of "demonstrators", and the first products are internal; they seek to add to their own tools (the route that is also being followed by the Japanese) and to the tools that ICL can wield.

This is, of course, a good route, for it does mean that the expertise one seeks to replicate or improve is already in house. So they have built DRAGON, 700 rules in 6000 lines of code which took six major rewrites and is now under pilot trials: a system to enable ICL to size customers' mainframe requirements. They are also developing a design rule system for PC board layout, which will bring component positioning, which can sometimes be of quite fearsome complexity, subject to rule, particularly to avoid cross component electrical and other interference.

"We won't", says Vince "be producing a general product for the external market for about a year." The indications are that the system will be used to pick up signs of knowing what it will be.

But the group is really an R & D group, and is involved naturally enough in such areas as Datalog machine and PROLOG language research. Which takes them further and further back into, and linking with, academic research.

The problem that faces ICL as it faces all other large computer manufacturers is that the technology time window gets shorter all the time. All the time, the stakes are being raised, so a company has to become collectively cleverer and cleverer. After all the Japanese are doing it.

And in case you are not clever enough? Out of the window of that same seventh floor can be seen the small building of Fujitsu's VLSI business office, down in ICL's grounds. Outside are three Japanese, flying the British, Japanese and Fujitsu flags.

It could be that if they do not all get it right, those flags might eventually fly over the main buildings.

complex database systems to which have been added intelligent searching, analysis and correlation software tools, through to systems in the full AI professional expert systems tradition, indeed extending it. It may seem surprising after all the publicity, but most of the expert systems so far built have been really simple systems. The best expert systems contain knowledge about knowledge, and there are hardly any of those which go to any level of complexity.

All this can lead into very deep territory. For instance, the consideration of a field of expertise can involve a study of the quality of the knowledge within it, as well as the validity of the tools for measuring it. This is particularly true in areas where the parties considering a body of "knowledge" may have quite validly as they see it, different perspectives on it.

The group has built a number of "demonstrators", and the first products are internal; they seek to add to their own tools (the route that is also being followed by the Japanese) and to the tools that ICL can wield.

This is, of course, a good route, for it does mean that the expertise one seeks to replicate or improve is already in house. So they have built DRAGON, 700 rules in 6000 lines of code which took six major rewrites and is now under pilot trials: a system to enable ICL to size customers' mainframe requirements. They are also developing a design rule system for PC board layout, which will bring component positioning, which can sometimes be of quite fearsome complexity, subject to rule, particularly to avoid cross component electrical and other interference.

"We won't", says Vince "be producing a general product for the external market for about a year." The indications are that the system will be used to pick up signs of knowing what it will be.

But the group is really an R & D group, and is involved naturally enough in such areas as Datalog machine and PROLOG language research. Which takes them further and further back into, and linking with, academic research.

The problem that faces ICL as it faces all other large computer manufacturers is that the technology time window gets shorter all the time. All the time, the stakes are being raised, so a company has to become collectively cleverer and cleverer. After all the Japanese are doing it.

And in case you are not clever enough? Out of the window of that same seventh floor can be seen the small building of Fujitsu's VLSI business office, down in ICL's grounds. Outside are three Japanese, flying the British, Japanese and Fujitsu flags.

It could be that if they do not all get it right, those flags might eventually fly over the main buildings.

People/Joseph Mathias of Sperry



Keeping an eye on the cracks

By Roger Woolhouse

The world of Dr Joseph Mathias is one of picoseconds and gigabytes. He heads the research activities of Sperry Corporation's Computer Systems Division in Blue Bell, Pennsylvania, and it is the future of computing which absorbs his time.

With a distinguished research career behind him, he modestly describes his present activities as coordination. "I see that things are not falling through the cracks," he says.

Mathias was born in India and graduated from the University of Bombay. He went to the States in 1947 with no intention of staying, but has been there ever since.

"The idea was to get a degree on the West Coast and a degree on the East Coast, and then go home," he recalls. The degrees were acquired, but he then met a fellow Indian who persuaded him there was no point in going back to India. "You are not going to use anything you have learned," he was told.

Mathias has been with Sperry for 24 years, always on the research side. He believes it is not very difficult to know the basis of computer systems five years from now, but attaining the goals is increasingly difficult and expensive.

The Computer Systems Group at Sperry has an R & D budget of \$475 million, and spends some of it on joint research efforts, which Mathias helps to oversee.

One of these is the Microelec-

tronics & Computer Technology Company (MCC), a consortium which includes all the major computer companies in the United States except IBM. Although no firm programme has yet been agreed, it is expected to study artificial intelligence, pattern recognition, and parallel processing.

Mathias is also involved with Sperry's joint efforts with Magnetic Peripherals Inc on mass storage devices, with Mitsubishi of Japan, and with Gene Amdahl's company Trilogy, which plans to pack computer circuits for more densely using wafer-scale integration ("we will find out pretty soon how well it works").

What does Joe Mathias see as the next steps in computing? "Future systems will be smaller, faster and cheaper, more reliable, easier to use," he sums up. "Artificial intelligence and knowledge-based systems will begin to gain a foothold in the next decade."

This does not mean a total upheaval in computer technology. He believes that present-day system architectures - the sequential Von Neumann model used by all general-purpose computers so far - will not be replaced in the near future. But for the end-user, changes will be dramatic enough.

In the next 10 years, Mathias predicts, "it will become possible to ask the computer an intelligent question in a normal speech process, and have a response, either by voice or by a picture."

Oh! How slow this loading can be...



duces could, if the two were made compatible, be used with either function. It will come, but I suspect we will have to wait until well into next year, and then only for the more sophisticated home machines with the memory to handle the job.

For the moment, we just have to sit back and watch the cavortings of the software jungle with amazement. There is no room here for comprehensive software reviews, but I cannot resist a few observations about the state of the market now opening up to the home user.

As I have already noted in previous issues, we are on the one hand constantly exhorted to pay ludicrous prices from some of the large established software houses and computer manufacturers for what are in reality toned down business programs aimed originally at the specialist user.

On the other hand, there seems to be a plethora of ingenious amateurs around who are capable of turning their minds to the same sort of problems and, on occasion, coming up with interesting answers at more realistic prices.

Two fine examples of the lunatic pricing now prevalent came across my desk recently. Simon's Basic is a very handy cartridge written for Commodore which turns their 64 machine into something which, with a little work, the average home user can begin to understand.

All of which would be fine were it not for the fact that the 64 is so gnomish in its habits to begin with because Commodore chose to make it so, largely through its complex version of standard Basic and a flimsy manual which would scarcely do justice to a Sony Walkman.

The price for turning one's machine into the kind of thing it should have been when one first bought it is £50. Is there any wonder Commodore, like so many manufacturers, have now made a policy decision that their future profits are likely to come from software sales?

Around the same time I received a demo disk from one small independent house, Dialog Software (19 Shortlands, London WC2H 9AT) which demonstrated that one does not need to pay the earth for rudimentary software. Dialog's instruction leaflets are woefully inadequate and would probably deter the most amateur user.

After much persistence, however, I discovered that a couple of programs represented real value for money once mastered.

to pay for the saving in loading time.

The chief difficulty with the system lies in the fact that home computers usually possess only one cartridge slot. So each time you wish to change an application you have to yank one cartridge out of the back of the machine and bang in another.

This is a shockingly physical process, and I, for one, remain unconvinced that most computers are built to take much in the way of manual wear and tear. Tales of broken cartridge connections abound.

Even if nothing snaps off, the wear and tear on the junctions

is considerable. A decent computer should have run to the expense of gold connections which are unlikely to wear out. But most cartridges will make do with silver which could pack in after a year of constant manipulation.

One solution is a device called a ROM board. This plugs into the cartridge slot and sports an array of slots of its own. Your cartridges slip onto these and you switch between the ones you want. It's fine if you want your study to look like the control room of the Tardis.

But the real solution will come until someone puts related software programs into the one cartridge with some means of switching between them on screen. In this way one could have, for instance, a word processing system and an information filing and retrieval network side by side in the same cartridge.

Not only could you switch instantly between one form of program and the other, but the information which each pro-

cesses would be available for more software programs each week, is the cartridge. This is a plastic box which plugs in the back of the machine and inserts precisely the same program which you might find on tape or disk the instant you switch on.

Sheer bias in principle, yes. Cartridges are a little more expensive than their rival media, since they cost more to manufacture, but that is a price which most people are willing

to pay for the saving in loading time.

The chief difficulty with the system lies in the fact that home computers usually possess only one cartridge slot. So each time you wish to change an application you have to yank one cartridge out of the back of the machine and bang in another.

This is a shockingly physical process, and I, for one, remain unconvinced that most computers are built to take much in the way of manual wear and tear. Tales of broken cartridge connections abound.

Even if nothing snaps off, the wear and tear on the junctions

is considerable. A decent computer should have run to the expense of gold connections which are unlikely to wear out. But most cartridges will make do with silver which could pack in after a year of constant manipulation.

One solution is a device called a ROM board. This plugs into the cartridge slot and sports an array of slots of its own. Your cartridges slip onto these and you switch between the ones you want. It's fine if you want your study to look like the control room of the Tardis.

But the real solution will come until someone puts related software programs into the one cartridge with some means of switching between them on screen. In this way one could have, for instance, a word processing system and an information filing and retrieval network side by side in the same cartridge.

Not only could you switch instantly between one form of program and the other, but the information which each pro-

cesses would be available for more software programs each week, is the cartridge. This is a plastic box which plugs in the back of the machine and inserts precisely the same program which you might find on tape or disk the instant you switch on.

Sheer bias in principle, yes. Cartridges are a little more expensive than their rival media, since they cost more to manufacture, but that is a price which most people are willing

to pay for the saving in loading time.

The chief difficulty with the system lies in the fact that home computers usually possess only one cartridge slot. So each time you wish to change an application you have to yank one cartridge out of the back of the machine and bang in another.

This is a shockingly physical process, and I, for one, remain unconvinced that most computers are built to take much in the way of manual wear and tear. Tales of broken cartridge connections abound.

Even if nothing snaps off, the wear and tear on the junctions

is considerable. A decent computer should have run to the expense of gold connections which are unlikely to wear out. But most cartridges will make do with silver which could pack in after a year of constant manipulation.

One solution is a device called a ROM board. This plugs into the cartridge slot and sports an array of slots of its own. Your cartridges slip onto these and you switch between the ones you want. It's fine if you want your study to look like the control room of the Tardis.

But the real solution will come until someone puts related software programs into the one cartridge with some means of switching between them on screen. In this way one could have, for instance, a word processing system and an information filing and retrieval network side by side in the same cartridge.

Not only could you switch instantly between one form of program and the other, but the information which each pro-

cesses would be available for more software programs each week, is the cartridge. This is a plastic box which plugs in the back of the machine and inserts precisely the same program which you might find on tape or disk the instant you switch on.

Sheer bias in principle, yes. Cartridges are a little more expensive than their rival media, since they cost more to manufacture, but that is a price which most people are willing

to pay for the saving in loading time.

The chief difficulty with the system lies in the fact that home computers usually possess only one cartridge slot. So each time you wish to change an application you have to yank one cartridge out of the back of the machine and bang in another.

This is a shockingly physical process, and I, for one, remain unconvinced that most computers are built to take much in the way of manual wear and tear. Tales of broken cartridge connections abound.

Even if nothing snaps off, the wear and tear on the junctions

is considerable. A decent computer should have run to the expense of gold connections which are unlikely to wear out. But most cartridges will make do with silver which could pack in after a year of constant manipulation.

One solution is a device called a ROM board. This plugs into the cartridge slot and sports an array of slots of its own. Your cartridges slip onto these and you switch between the ones you want. It's fine if you want your study to look like the control room of the Tardis.

But the real solution will come until someone puts related software programs into the one cartridge with some means of switching between them on screen. In this way one could have, for instance, a word processing system and an information filing and retrieval network side by side in the same cartridge.

Not only could you switch instantly between one form of program and the other, but the information which each pro-

cesses would be available for more software programs each week, is the cartridge. This is a plastic box which plugs in the back of the machine and inserts precisely the same program which you might find on tape or disk the instant you switch on.

Sheer bias in principle, yes. Cartridges are a little more expensive than their rival media, since they cost more to manufacture, but that is a price which most people are willing

to pay for the saving in loading time.

The chief difficulty with the system lies in the fact that home computers usually possess only one cartridge slot. So each time you wish to change an application you have to yank one cartridge out of the back of the machine and bang in another.

This is a shockingly physical process, and I, for one, remain unconvinced that most computers are built to take much in the way of manual wear and tear. Tales of broken cartridge connections abound.

Even if nothing snaps off, the wear and tear on the junctions

is considerable. A decent computer should have run to the expense of gold connections which are unlikely to wear out. But most cartridges will make do with silver which could pack in after a year of constant manipulation.

One solution is a device called a ROM board. This plugs into the cartridge slot and sports an array of slots of its own. Your cartridges slip onto these and you switch between the ones you want. It's fine if you want your study to look like the control room of the Tardis.

But the real solution will come until someone puts related software programs into the one cartridge with some means of switching between them on screen. In this way one could have, for instance, a word processing system and an information filing and retrieval network side by side in the same cartridge.

Not only could you switch instantly between one form of program and the other, but the information which each pro-

cesses would be available for more software programs each week, is the cartridge. This is a plastic box which plugs in the back of the machine and inserts precisely the same program which you might find on tape or disk the instant you switch on.

Sheer bias in principle, yes. Cartridges are a little more expensive than their rival media, since they cost more to manufacture, but that is a price which most people are willing

to pay for the saving in loading time.

The chief difficulty with the system lies in the fact that home computers usually possess only one cartridge slot. So each time you wish to change an application you have to yank one cartridge out of the back of the machine and bang in another.

This is a shockingly physical process, and I, for one, remain unconvinced that most computers are built to take much in the way of manual wear and tear. Tales of broken cartridge connections abound.

Even if nothing snaps off, the wear and tear on the junctions

is considerable. A decent computer should have run to the expense of gold connections which are unlikely to wear out. But most cartridges will make do with silver which could pack in after a year of constant manipulation.

One solution is a device called a ROM board. This plugs into the cartridge slot and sports an array of slots of its own. Your cartridges slip onto these and you switch between the ones you want. It's fine if you want your study to look like the control room of the Tardis.

But the real solution will come until someone puts related software programs into the one cartridge with some means of switching between them on screen. In this way one could have, for instance, a word processing system and an information filing and retrieval network side by side in the same cartridge.

Not only could you switch instantly between one form of program and the other, but the information which each pro-

cesses would be available for more software programs each week, is the cartridge. This is a plastic box which plugs in the back of the machine and inserts precisely the same program which you might find on tape or disk the instant you switch on.

Sheer bias in principle, yes. Cartridges are a little more expensive than their rival media, since they cost more to manufacture, but that is a price which most people are willing

to pay for the saving in loading time.

The chief difficulty with the system lies in the fact that home computers usually possess only one cartridge slot. So each time you wish to change an application you have to yank one cartridge out of the back of the machine and bang in another.

This is a shockingly physical process, and I, for one, remain unconvinced that most computers are built to take much in the way of manual wear and tear. Tales of broken cartridge connections abound.

Even if nothing snaps off, the wear and tear on the junctions

is considerable. A decent computer should have run to the expense of gold connections which are unlikely to wear out. But most cartridges will make do with silver which could pack in after a year of constant manipulation.

One solution is a device called a ROM board. This plugs into the cartridge slot and sports an array of slots of its own. Your cartridges slip onto these and you switch between the ones you want. It's fine if you want your study to look like the control room of the Tardis.

But the real solution will come until someone puts related software programs into the one cartridge with some means of switching between them on screen. In this way one could have, for instance, a word processing system and an information filing and retrieval network side by side in the same cartridge.

Not only could you switch instantly between one form of program and the other, but the information which each pro-

cesses would be available for more software programs each week, is the cartridge. This is a plastic box which plugs in the back of the machine and inserts precisely the same program which you might find on tape or disk the instant you switch on.

Sheer bias in principle, yes. Cartridges are a little more expensive than their rival media, since they cost more to manufacture, but that is a price which most people are willing

to pay for the saving in loading time.

The chief difficulty with the system lies in the fact that home computers usually possess only one cartridge slot. So each time you wish to change an application you have to yank one cartridge out of the back of the machine and bang in another.

This is a shockingly physical process, and I, for one, remain unconvinced that most computers are built to take much in the way of manual wear and tear. Tales of broken cartridge connections abound.

Even if nothing snaps off, the wear and tear on the junctions

is considerable. A decent computer should have run to the expense of gold connections which are unlikely to wear out. But most cartridges will make do with silver which could pack in after a year of constant manipulation.

One solution is a device called a ROM board. This plugs into the cartridge slot and sports an array of slots of its own. Your cartridges slip onto these and you switch between the ones you want. It's fine if you want your study to look like the control room of the Tardis.

But the real solution will come until someone puts related software programs into the one cartridge with some means of switching between them on screen. In this way one could have, for instance, a word processing system and an information filing and retrieval network side by side in the same cartridge.

Not only could you switch instantly between one form of program and the other, but the information which each pro-

cesses would be available for more software programs each week, is the cartridge. This is a plastic box which plugs in the back of the machine and inserts precisely the same program which you might find on tape or disk the instant you switch on.

Sheer bias in principle, yes. Cartridges are a little more expensive than their rival media, since they cost more to manufacture, but that is a price which most people are willing

to pay for the saving in loading time.

The chief difficulty with the system lies in the fact that home computers usually possess only one cartridge slot. So each time you wish to change an application you have to yank one cartridge out of the back of the machine and bang in another.

This is a shockingly physical process, and I, for one, remain unconvinced that most computers are built to take much in the way of manual wear and tear. Tales of broken cartridge connections abound.

Even if nothing snaps off, the wear and tear on the junctions

is considerable. A decent computer should have run to the expense of gold connections which are unlikely to wear out. But most cartridges will make do with silver which could pack in after a year of constant manipulation.

One solution is a device called a ROM board. This plugs into the cartridge slot and sports an array of slots of its own. Your cartridges slip onto these and you switch between the ones you want. It's fine if you want your study to look like the control room of the Tardis.

But the real solution will come until someone puts related software programs into the one cartridge with some means of switching between them on screen. In this way one could have, for instance, a word processing system and an information filing and retrieval network side by side in the same cartridge.

Not only could you switch instantly between one form of program and the other, but the information which each pro-

cesses would be available for more software programs each week, is the cartridge. This is a plastic box which plugs in the back of the machine and inserts precisely the same program which you might find on tape or disk the instant you switch on.

Sheer bias in principle, yes. Cartridges are a little more expensive than their rival media, since they cost more to manufacture, but that is a price which most people are willing

to pay for the saving in loading time.

The chief difficulty with the system lies in the fact that home computers usually possess only one cartridge slot. So each time you wish to change an application you have to yank one cartridge out of the back of the machine and bang in another.

This is a shockingly physical process, and I, for one, remain unconvinced that most computers are built to take much in the way of manual wear and tear. Tales of broken cartridge connections abound.

Even if nothing snaps off, the wear and tear on the junctions

is considerable. A decent computer should have run to the expense of gold connections which are unlikely to wear out. But most cartridges will make do with silver which could pack in after a year of constant manipulation.

One solution is a device called a ROM board. This plugs into the cartridge slot and sports an array of slots of its own. Your cartridges slip onto these and you switch between the ones you want. It's fine if you want your study to look like the control room of the Tardis.

But the real solution will come until someone puts related software programs into the one cartridge with some means of switching between them on screen. In this way one could have, for instance, a word processing system and an information filing and retrieval network side by side in the same cartridge.

Not only could you switch instantly between one form of program and the other, but the information which each pro-

cesses would be available for more software programs each week, is the cartridge. This is a plastic box which plugs in the back of the machine and inserts precisely the same program which you might find on tape or disk the instant you switch on.

Sheer bias in principle, yes. Cartridges are a little more expensive than their rival media, since they cost more to manufacture, but that is a price which most people are willing

to pay for the saving in loading time.

The chief difficulty with the system lies in the fact that home computers usually possess only one cartridge slot. So each time you wish to change an application you have to yank one cartridge out of the back of the machine and bang in another.

This is a shockingly physical process, and I, for one, remain unconvinced that most computers are built to take much in the way of manual wear and tear. Tales of broken cartridge connections abound.

Even if nothing snaps off, the wear and tear on the junctions

is considerable. A decent computer should have run to the expense of gold connections which are unlikely to wear out. But most cartridges will make do with silver which could pack in after a year of constant manipulation.

One solution is a device called a ROM board. This plugs into the cartridge slot and sports an array of slots of its own. Your cartridges slip onto these and you switch between the ones you want. It's fine if you want your study to look like the control room of the Tardis.

But the real solution will come until someone puts related software programs into the one cartridge with some means of switching between them on screen. In this way one could have, for instance, a word processing system and an information filing and retrieval network side by side in the same cartridge.

A new wind of change blowing from Belgium

If not the force that launched a thousand chips, Vector International can at least claim to have projected some of the most significant software names into Europe, writes Maggie McLennan.

Although most people in the micro-world have heard of Digital Research, Microsoft and Atari, the Belgian company behind their European success has remained something of an unknown quantity, a situation likely to change in the near future.

Vector International is one of a new breed of companies whose services will be increasingly in demand as the software market expands worldwide. There is a growing realisation among software houses of the need for translation services, not only to provide manuals, and other documentation in foreign languages, but also to adapt programs to fit the conventions of different countries and to supply them in disk formats to suit a range of alternative computers.

Vector, originally set up in 1977 as a systems house, specialises in all of these areas, offering translation to fit almost any required format, building its own hardware to achieve this.

Just over a year ago, however, Vector faced the worst crisis in its short history: the loss of Digital Research as a client, when DRI products formed 50% of Vector's business. Until then, coupled with a knack for talent-spotting, appeared to have set Vector on a sure-fire path to success.

In 1979 one of the company's founders, Jim Porcel, was killing time in Alibon before his wedding in the afternoon, when he wandered into the offices of a small software outfit called Microsoft. Six months later, he persuaded Microsoft to sign away exclusive European distribution rights to Vector, and Microsoft's products became the top-selling programming languages for microcomputers in the UK.

Shortly afterwards, Microsoft introduced Digital Research (then a friend) to Vector asking whether Vector would be interested in distributing a little-known operating system for 8-bit micros, (which shortly became the world-standard) called CP/M.

"I wish the situation had stayed the way it was," the subsequent emergence of Microsoft as an operating system company and Digital Research

as a language company was detrimental for the microcomputer industry," said Gabor Weiner, managing director of Vector International NV. "Some might say it was unhealthy but nevertheless it now means that we have incompatible equipment in the market."

After an uncomfortable six months of working for both companies Vector was forced to choose between them and had to withdraw distribution rights to all of its products by the end of this year.

Ironically, this move, which was to destroy half of Vector's business, was made because Vector had trebled the targets set by DRI for European sales, according to Weiner.

Capitalising on the contacts made through handling distribution for Digital Research Vector concentrated on building up a comprehensive range of software packages for supplying to OEMs. Micro Focus is still a client, and Vector added business productivity packages from Chang Laboratories in the US and Hands-On training courses from Windsor-based Micro Cal.

Yet another chance meeting, however, led to the addition of a database.

While negotiating a deal for Chang Laboratories, Mr Weiner heard about an information handling system called Everyman, developed by a British company called Smallway. The result was a worldwide launch for on-line database Everyman, which has the unusual feature of building applications from graphics rather than with a language, and a joint expansion programme for Vector and Smallway, starting with the setting up of a UK office in Kingston-upon-Thames, Surrey.

Vector also intends to establish a US operation by the end of this year, and offices in France and Germany in early 1984.

Surprisingly, despite the loss of Digital Research's business and partial withdrawal by Digital Research, Vector has managed to maintain a turnover in excess of £2.5 million, with profits of £300,000.

This has largely been achieved by the hardware interests of the company.



Gabor Weiner... "I wish the situation had stayed the way it was... now we have incompatible equipment on the market".

Clive Cookson looks at the exploding computer publishing scene

Fall in for the Fifth Generation

Books about computers, and particularly about micros, are the fastest growing field of publishing. The output far exceeds our ability to provide even a limited reviewing service.

This article is intended to provide no more than a brief sketch of some of the publications that have been sent to us recently as a somewhat arbitrary sample of this year's crop.

The computer book of 1983, in terms of public attention, is certainly to be The Fifth Generation by Edward Feigenbaum and Pamela McCorduck, which Michael Joseph publishes in Britain next week at £9.95. This passionate appeal for America to mobilize its resources in competition with Japan's Fifth Generation Computer project has already achieved immense publicity in the United States since its publication there five months ago.

The UK edition of The Fifth Generation is identical to the US original. The only addition is a foreword by Clive Sinclair on the dust-jacket. "... essential reading for anyone concerned with computers in Britain. Personally I was inspired by it to try to stimulate all I could in this country to prove the authors' pessimism unfounded." Nothing has been done to update the book or moderate its rather offensive American-chauvinist tone.

Some of the lines in The Fifth Generation, like "We need some new American heroes," sound absurd if you substitute the word "British" for "American" and imagine the book written by UK authors.

Feigenbaum (Professor of Computer Science at Stanford University and a founding father of artificial intelligence) and McCorduck (a science writer) are disturbingly willing to enlist the cause of "national defense" in their crusade for an American Fifth Generation programme.

Part of the reason why The Fifth Generation already seems out of date is the impact it has in the United States. Since the book's publication there, the American computer industry's support for the Microelectronics Computer and Technology Corporation (MCC), a new cooperative research centre in Texas involving 13 manufacturers, has grown hearteningly.

The Pentagon has asked Congress for \$1 billion so that Defense Advanced Research Projects Agency can sponsor the development of supercomputers and artificial intelligence on a large scale.

For 12 pages the book dwells depressingly on Britain's failure so far to exploit its potential expertise in artificial intelligence. "In England's tragedy there is an obvious lesson for Americans," the authors say. Although the overall analysis is



not grossly unfair, their grasp of facts sometimes slips, like their style.

For example, they point to the decline in research funded by British industry between 1967 and 1975 and say that no one expects any change in the trend. But in fact it is already known that industrial research revived significantly during the late 70s and early 80s, despite the economic depression.

Anyone who wants a more dispassionate introduction to the subject before tackling Feigenbaum and McCorduck's

political tract should read Towards Fifth-Generation Computers by Geoff Simons (NCC Publications, £10.50).

Simons is Chief Editor for the National Computing Centre and a prolific author of clear, non-technical books about computers. His latest work is the philosophical (but not sensational) Are Computers Alive? (Harvester Press, £9.95). Books either written or edited by Simons can generally be bought with confidence. For example, Introducing Computers by Malcolm Peltu (NCC Publications, £5.50) is the best general introduction to computing I have seen this year.

Peltu, who is one of the industry's most respected freelance journalists, packs a remarkably comprehensive account of the workings and uses of computers into this 326 page paperback.

Bookshops are full of short, snappy introductions to home computers. A good example of this genre, which is on the whole superficial and sloppy, is First Byte by Mike Scott Koban (EP Publications, £3.95).

Rohan - a science fiction writer best known for the novel "Run to the Stars" - has produced 94 highly readable and well illustrated pages that should be genuinely useful for the absolute beginner choosing a home micro.

However, because the industry is changing so fast, some of the details in the section reviewing specific models are already out of date.

Bewildered parents choosing a micro for the children are a particularly important category of home computer buyer. Computers and Your Child by Ray Hammond (Century, £5.95 paperback, £9.95 hardback) will suit them.

It is not only a good guide to the hardware and software but also an intelligent critique of educational computing.

Hammond argues that many schools are misusing computers and that ignorance and confusion are making "code junkies" out of some teenage programmers whilst withholding vital computer assistance from others.

Although Hammond rightly expresses concern that home computing is 90 per cent a male activity, he spoils the effect by starting his book "Dad can we have a computer? If you hesitate over the answer to this question, you belong to the majority of adults."

John Maddison, the veteran communications writer and educator, takes a very wide look at the impact of new technology in Education in the Microelectronics Era (Open University Press, £4.95). He manages to cover a lot of ground without being vague or general.

Another huge category of computer books gives advice to businessmen and managers. A good starting point is Make a Success of Microcomputing in Your Business by Pannell, Jackson and Lucas (Enterprise Books, £4.95). Readers may remember that this clearly written paperback was recently the subject of a special offer in Computer Horizons.

Understanding Computer Contracts by Martin Edwards (Waterlow, £6.50) sounds much more specialized. But Edwards, a Liverpool solicitor, argues convincingly that businesses should understand the legal implications of buying a computer as thoroughly as the technical specifications and the costs. If the system breaks down, the company too often finds that its legal protection is limited or non-existent.

Publishers are responding to the fact that computer fraud and fraud are topical subjects. Computer Security, a management handbook by Leonard Fine (William Heinemann, £7.50), is a concise survey of the field by an unappealing prose style.

Even the cautionary tales of computer disaster which pepper the book fail to make it readable, partly because the victims remain anonymous.

In many cases anonymity is clearly essential, but I do not see why some could not have been named.

To give an extreme example: "A medium-sized corporation making extensive use of computers was put into liquidation when its computer centre was hit by an aircraft which crashed into it. The high dependence on computerized records left the organization incapable of continuing its business activities."

A much more entertaining book on the same subject is Computer Insecurity by Adrian Norman (Chapman and Hall, £14.95). Most of the cases in his catalogue of more than 100 crimes, errors and disasters do identify the victim. However it must be said that the majority date from the 1970s rather than the 80s.

Another pair of hands to speed the future home computer

By Alan Lewis

Have you ever marvelled at the speed of the computer you are using? If the answer is yes, then you are in for some further surprises. For new hardware is becoming available to make computers work even more quickly - sometimes 100 or 200 times faster.

The new machine is called an array processor and plugs into a computer. Array processors were invented in the late 1960s and in the early days could only be attached to the larger computers used by businesses and scientific establishments.

Now American scientists have found a way to plug them into home computers.

There are still technical problems to solve before Britain's half million home computer owners can make widespread use of array processors - and their price will be too high for most computer hobbyists for some time.

But with the pace of technological progress and the slumping cost of equipment, it cannot be long before these problems will be solved. Then the prospects for home computer users will be awesome. For fitting an array processor to a home computer would be like swapping a Tiger Moth for a Concorde.

At the moment array processors are used by organizations which need to collect and process vast amounts of information very quickly and with great accuracy.

Array processors, which are attached to a "host" computer, are used in several countries to help forecast the weather. They are also used to monitor nuclear reactors, analyse seismic waves from earthquakes, and make forecasts of inflation and unemployment using computerized economic models.

The Atomic Energy Authority's laboratories in Risley, Cheshire, have ordered an FPS-100 attached processor.

100 attached processor from Floating Point Systems, the world's leading manufacturer of these high-speed array processors. The AEA will use the attached processor in its experimental work with ultrasonic imaging, which allows scientists to "see" into the core of a fast breeder nuclear reactor. A new technique has been developed at Risley using high frequency sound that enables images of the fuel rods to be produced even when they are under the opaque liquid sodium used in the reactor as a coolant.

As Jim McKnight, head of the project, explains: "We want to be able to run the whole job at the reactor site, but we cannot afford to carry a computer large enough round the country with us. The only way to achieve the performance of the Digital 11/60 on the 11/23 was to purchase an attached processor. With the extra processing power the FPS-100 will provide, the 11/23 will not give us the results of the 11/60, but produce them in a matter of minutes, rather than days."

British Aerospace, prime contractor for the construction of the European Space Agency's L-Sat 1 satellite, is using an attached processor from Floating Point Systems for modelling the satellite's behaviour in orbit.

L-Sat 1, which will have solar arrays spanning nearly 30 metres, is due to be launched in 1986 and will provide a variety of communications services. The Dynamics Group of British Aerospace is also responsible for the satellite so that its antennas always point to particular areas of the Earth, and its solar panels point to the Sun.

Clearly, the satellite's control systems' performance could not be tested while it was on the ground.

The answer was to install a PDP-11 computer from Digital Equipment and an attached processor. "What we needed," says British Aerospace's John Penagally, "was number crunching capability, which the FPS-100 could give us. Although we looked at larger computers, none could match the processing power of the attached processor."

This configuration allows the satellite designers to simulate the dynamics of the satellite in space. The FPS-100 has the capacity to perform eight million floating point calculations every second.

The Joint Speech Research Unit (JSRU), based in Cheltenham, carries out research on speech signal properties and processing for government departments and other public agencies.

Successful research like this depends on reliable and appropriate computer facilities. In particular, it requires powerful processing, good graphics and interactive terminals. Consequently the unit's researchers study not only speech signal processing but also the computer methods most suitable for supporting this work.

It was decided to augment the computer facility by an array processor and the unit selected the AP-120B from Floating Point Systems.

Before the AP-120B was installed each spectral cross-section took two seconds and a complete picture took eight minutes to form. This delay was such that use of the program was minimal.

Using the AP-120B, with its own standard routines, an enormous gain in speed was

evident, reducing the time to produce a spectral cross-section in 20 milliseconds and a complete picture to five seconds.

As experience of array processing grows, the users are finding many other applications. They have also discovered another benefit. By plugging an array processor into their computer, they can get vast increase in the power of their machine for less cost than buying a bigger computer.

Exactly how array processors could be used on a home computer stretches the imagination, but they could certainly run incredibly lifelike and realistic games. They could well bring closer the day when you can talk to your computer and have it answer back.

Although ordinary computers work incredibly fast compared with humans, they are still not

fast enough to carry out really complex tasks quickly.

When you are very busy, you may complain "I've only got one pair of hands".

In that respect, the computer, which works logically by performing one task after another, is rather similar. It only has one pair of electronic hands and can only make one computation at a time.

Effectively, an array processor gives the computer more than one pair of hands. So each of its electronic circuits can be finishing one task, while it is making progress on a second and starting a third.

Multiplying that by the number of circuits in an array processor and you increase the power of the computer by a hundred or more times. The array processors made by Floating Point Systems can do up to 12 million sums every second.

Computer Appointments

PLAN YOUR CAREER WITH PRESCOT

England
Australia
New Zealand
South Africa
Zimbabwe

Careful planning often makes the difference between the successful and the not so successful computer career. Prescott Computers understand this because we specialise in overseas computer recruitment, and the selection for an overseas post requires extra care by Prescott, employer and employee. We use the same principles of care whether UK only or overseas employment is involved.

We wish to interview Programmers, Systems Analysts, Analysts/Programmers, Consultants and Sales People for a broad range of clients in England and overseas. Salaries range from:

£7,000 to £20,000 p.a.

If you are interested why not telephone us on 01-636 8885/6 for an informal discussion. Alternatively if you prefer write to:

Prescott Computers Ltd
11/13 Broad Court, Covent Garden,
London WC2 5QN.



UNIQUE SALES POSITIONS UNLIMITED POTENTIAL

SPL International's Information Systems Division is at the forefront of advanced Real-Time and Fault Tolerant computer activity.

A planned expansion of both bespoke and tailored package projects is taking place and this will involve most applications and equipment supplies. The Division also carries out a significant amount of high level consultancy.

We need people with a professional Sales background to take responsibility for 3 areas:

- * Finance and Banking
- * Central Government
- * Manufacturing and Retail

To interest us you must have:

- * The motivation to consistently create new business opportunities.
- * The ability and willingness to work in mixed technical/sales teams.
- * A "total project" perspective where hardware is often the minor ingredient.
- * First-class Director level negotiation and presentation skills.
- * 5 years' territory/sector sales experience in the industry.

The positions are based in Central London and are largely concerned with UK business. We offer the wide range of applications and project experience you would expect from a major Software House at the forefront of computing for 20 years.

THE EARNINGS AND BENEFITS PACKAGE WILL NOT BE A LIMITING FACTOR

Those who feel that they meet the high standards we require should contact:

Alan Taylor
SPL International,
12/14 Windmill Street, London, W1P 1HF
Tel: 01-636 7833 or 0296 668468 (evenings)

The business of computing. In the language of business

NEW
First issue out now

Today, success in business almost certainly demands the use of computers.

Yet managers at all levels do not have the time to become experts in the subject.

BUSINESS COMPUTING AND COMMUNICATIONS has been launched to present information directly to such non-specialists. Its crisp editorial style cuts a straight path through the maze of computer terminology. Features dealing with applications, hardware, software and systems are in the language that managers speak.

Return the coupon now to receive a sample copy. We'll also send you an application form for your own monthly free copy.

BUSINESS COMPUTING AND COMMUNICATIONS. The no-nonsense journal that talks in your language.

FREE

You may qualify for a free subscription

Please send a sample copy of Business Computing and Communications, and an application form for my own monthly free copy.

Name

Address

Business Computing and Communications, Morgan-Grampian (Publishers) Limited, 30 Colindale Avenue, London, NW9 1BS

FA CUP: PLUM PLAGE FOR CORINTHIAN-CASUALS, GLUM FACES AT POOLE

The cashless society can get out of the red at Bristol

By Paul Newman

Corinthian-Casuals, the standard-bearers of English amateur football, were yesterday drawn at home to Bristol City in the first round proper of the FA Cup. The Isthmian League club have played at this stage of the competition only once since the war, in 1965, when they lost 5-1 to Watford at the Oval.

Casuals, who in their 101-year history have never paid a player, will decide within the next few days where to play the tie, and are likely to leave the choice to their players. The club do not have a permanent ground and the facilities at Molesey, where ground they have shared since they were asked to leave Tooting and Mitcham at the end of last season, are unlikely to be adequate.

Only 500 spectators were at Molesey on Saturday, when Casuals beat Merthyr Tydfil in the fourth qualifying round. League attendance averages about 100. Bristol City, however, having made a good start to the season in the fourth division, are attracting home crowds of up to 10,000 and are likely to bring a large following with them.

Casuals, who are looking for a permanent home, will launch a fund-raising appeal later this month and would earn several thousand pounds if they switched the tie to City's Ashton Gate ground. The alternative would be to play the match at a League level.

Chelsea offered Casuals the use of Stamford Bridge for Cup matches last season - or at another Isthmian club.

Alan Jenkins, the Casuals press officer, said: "We are very hard-up and the temptation would be to go to Bristol, but I don't believe that is necessarily in the spirit of the club. I think the attitude of the players will be the key."

The Corinthians, who in the 1890s twice provided all 11 members of the full England team, merged with Casuals in 1939. In their heyday they were two of the strongest sides in the country but they had been in decline in recent years until Billy Smith, a Coventry Garden flower dealer and their only paid official, was appointed manager in 1981. They have only been beaten twice this season and are challenging for promotion from the Isthmian League second division.

The two clubs were originally open only to public school or university students but now any one embracing their amateur ideals is able to join. The days when a player who was sent off would never play for the club again are also in the past.

Burnley, whose manager, John Bond, took Manchester City to the final three seasons ago, are away to Blyth Spartans or Hyde United on Saturday. Blyth, the favourites to win



The Slough crouch: and the referee gets into the act



The Slough crouch: and the referee gets into the act

Prize was no excuse for Dorset's day of shame

It profiteth not a man to sell his soul for the whole world... but for Newport? That, it transpired yesterday, was the prize at stake when Slough Town marched to Poole Town to strive for a place in the first round proper of the FA Cup on Saturday. Slough had passed through the three previous qualifying rounds, the last time disposing of Hampton thanks to an eccentric wind-borne winner from their goalkeeper Frank Parsons; Poole had demolished Saltsbury, St Blazey and Frome.

Both teams stood a match away from the first round proper, and the chance of a crack at a third or fourth division side: one of the occasional sweet delights for any non-League man. That there was a very real prize at stake is the reason for much of what happened on that disastrous afternoon in Dorset: a reason, but not an excuse.

Three players were sent off, all from Slough, within a five-minute period for which Slough should have been in the shade. But they need not undertake such extravaganzas of guilt alone. The Poole men likewise behaved shamefully. And the referee, D. T. Morgan, must also take his share of the blame.

Poole won 3-0 with Baber scoring all three. He took the match ball home as if this was an ordinary moment of football glory. It was not. The troubles of the game, and Baber's feat will be forgotten a long time before the three send-offs.

There was a pronounced whiff of trouble in the air in the first minutes of the match. Three rugged and potentially dangerous tackles were made in this period and did not earn a booking. They were all made by Poole men on Slough men.

Poole relegated from the Southern League premier division last season, started the game slightly underdogs. Slough, from the Isthmian League premier division, had an FA Cup run last season that included a defeat of Millwall. Such a short

was, perhaps, predictably, then. Being wise after the event is one of life's great pleasures but in this case it was at once crystal clear that the match was destined for trouble unless the referee took an immediate grip. This did not happen.

Instead, it became apparent that the referee was a man with whom liberties could be taken, and the game, potentially a good old blood and thunder cup tie, became a matter of provocation, niggles, nastiness and the kind of play-acting designed to get players sent off. It was the sort of unpleasant nonsense that a good referee can stamp out in five minutes.

Triumph

Poole's Ray Ames was at the centre of much of the trouble. Roger Baber, the Poole manager, said the Slough men were trying to provoke Ames into committing a crime worthy of a sending-off. Slough's players accused Ames of consistent faking. Ames, to say the least, was guilty of considerable over-reaction.

The only people to come out of this match with any credit were, perhaps, Slough's forwards, Pasquette and Dods, who worked like a couple of pack horses long after the cause had been lost and their side reduced to eight men. All they got for their effort was a kicking.

Norman was the first man off, for kicking, when the referee decided that drastic action might improve a nasty game. Parsons, goalkeeper and captain, ran to protest, and then returned to his goal, each run taking him unnecessarily close to the grounded Ames. With each passage Ames flung himself about like an extra in a Clint Eastwood movie. Parsons later admitted touching Ames but vigorously denied wholesale viciousness. Referee and linesman were convinced of his malice, however, and Parsons was ordered off. At once Poole players flung their arms in the air in triumph. Micky Doherty was the third Slough man sent off, after a late tackle. He brother, Tony, had previously been booked, and it was the opinion of Parsons that the referee confused the brothers.

Chasing about for interviews after the game was not the cheeriest of tasks. "I would like people to remember that we were 2-0 up before it all started," Baber said. So they were. Baber scoring the first from a free kick, and the second to finish the kind of sweeping move that leaves a manager believing that players pay attention to what he is saying. "It was my ambition when I took over five years ago to take Poole to the first round of the Cup," Baber said.

Terry Reardon, Slough's manager, was a picture of gloom, full of dire threats of disciplinary action. "We got involved. We shouldn't have," he said. And it was no coincidence, he added, that Ames, already booked, was substituted after the trouble.

I had been looking forward to my day at the seaside. I had pre-match notes about seagulls and salt breezes, about the speedway and the dog tracks that encircle the pitch, about Poole's efforts to escape from the Southern League's Southern division, about the fact that this was Poole's first Saturday home game since August 26, about the struggles of the chairman, Graham Baxter, and his board to find the £1,000 a week they say it takes to keep the club in operation.

Although Lewis was not mentioned by name, he is known to be a prime target, not merely for Poole, but for several clubs. Lewis has already put in a bid for Frank Stanton and Jack Gibson, the top Australian players, and at least four Australian players have been mentioned by people close to Headingley in the past week or so.

Leeds are having their worst season for many years, and a series of big scores against weak defences has persuaded the Headingley directors that the time has come to look outside Britain for reinforcements.

The touring party includes many New Zealand internationals and the big test of comparative skill and quality will be at Hull on Saturday week when the Great British amateur side meets the Maoris in the final game of the tour.

Although Bransley had to postpone their fixture with Huddersfield on Sunday because of their financial problems, there are high hopes that the club's Player Trophy game against the club's Rovers next weekend will go ahead, various short-term rescue plans are being considered by the league.

The touring party includes many New Zealand internationals and the big test of comparative skill and quality will be at Hull on Saturday week when the Great British amateur side meets the Maoris in the final game of the tour.

Although Bransley had to postpone their fixture with Huddersfield on Sunday because of their financial problems, there are high hopes that the club's Player Trophy game against the club's Rovers next weekend will go ahead, various short-term rescue plans are being considered by the league.

The touring party includes many New Zealand internationals and the big test of comparative skill and quality will be at Hull on Saturday week when the Great British amateur side meets the Maoris in the final game of the tour.

Although Bransley had to postpone their fixture with Huddersfield on Sunday because of their financial problems, there are high hopes that the club's Player Trophy game against the club's Rovers next weekend will go ahead, various short-term rescue plans are being considered by the league.

The touring party includes many New Zealand internationals and the big test of comparative skill and quality will be at Hull on Saturday week when the Great British amateur side meets the Maoris in the final game of the tour.

Although Bransley had to postpone their fixture with Huddersfield on Sunday because of their financial problems, there are high hopes that the club's Player Trophy game against the club's Rovers next weekend will go ahead, various short-term rescue plans are being considered by the league.

The touring party includes many New Zealand internationals and the big test of comparative skill and quality will be at Hull on Saturday week when the Great British amateur side meets the Maoris in the final game of the tour.

Although Bransley had to postpone their fixture with Huddersfield on Sunday because of their financial problems, there are high hopes that the club's Player Trophy game against the club's Rovers next weekend will go ahead, various short-term rescue plans are being considered by the league.

The touring party includes many New Zealand internationals and the big test of comparative skill and quality will be at Hull on Saturday week when the Great British amateur side meets the Maoris in the final game of the tour.

Although Bransley had to postpone their fixture with Huddersfield on Sunday because of their financial problems, there are high hopes that the club's Player Trophy game against the club's Rovers next weekend will go ahead, various short-term rescue plans are being considered by the league.

The touring party includes many New Zealand internationals and the big test of comparative skill and quality will be at Hull on Saturday week when the Great British amateur side meets the Maoris in the final game of the tour.

Although Bransley had to postpone their fixture with Huddersfield on Sunday because of their financial problems, there are high hopes that the club's Player Trophy game against the club's Rovers next weekend will go ahead, various short-term rescue plans are being considered by the league.

The touring party includes many New Zealand internationals and the big test of comparative skill and quality will be at Hull on Saturday week when the Great British amateur side meets the Maoris in the final game of the tour.

Although Bransley had to postpone their fixture with Huddersfield on Sunday because of their financial problems, there are high hopes that the club's Player Trophy game against the club's Rovers next weekend will go ahead, various short-term rescue plans are being considered by the league.

The touring party includes many New Zealand internationals and the big test of comparative skill and quality will be at Hull on Saturday week when the Great British amateur side meets the Maoris in the final game of the tour.

Although Bransley had to postpone their fixture with Huddersfield on Sunday because of their financial problems, there are high hopes that the club's Player Trophy game against the club's Rovers next weekend will go ahead, various short-term rescue plans are being considered by the league.

ATHLETICS

England get lion's share of fixtures

By Pat Butcher

The British Amateur Athletics Board, the nominal federation of United Kingdom governing bodies, seem to have conceded their right to stage international fixtures to one of their constituent members, the Amateur Athletic Association.

Fixtures awarded for 1984 by the European calendar congress, which ended in Madrid on Sunday, reveal that the AAA has secured more than 50 per cent of the fixtures for the year, which will help them forestall moves toward unification of the various bodies.

Fixtures for 1984: AAA and WAAA indoor championships, RAF Cosford, Jan 13-14; AAA and WAAA outdoor championships, RAF Cosford, Jan 21-22; AAA and WAAA cross-country championships, RAF Cosford, Feb 1-2; AAA and WAAA 100m and 200m championships, RAF Cosford, Feb 3-4; AAA and WAAA 400m and 800m championships, RAF Cosford, Feb 5-6; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Feb 7-8; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Feb 9-10; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Feb 11-12; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Feb 13-14; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Feb 15-16; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Feb 17-18; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Feb 19-20; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Feb 21-22; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Feb 23-24; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Feb 25-26; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Feb 27-28; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Feb 29-30; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Mar 1-2; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Mar 3-4; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Mar 5-6; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Mar 7-8; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Mar 9-10; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Mar 11-12; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Mar 13-14; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Mar 15-16; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Mar 17-18; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Mar 19-20; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Mar 21-22; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Mar 23-24; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Mar 25-26; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Mar 27-28; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Mar 29-30; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Apr 1-2; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Apr 3-4; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Apr 5-6; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Apr 7-8; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Apr 9-10; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Apr 11-12; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Apr 13-14; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Apr 15-16; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Apr 17-18; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Apr 19-20; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Apr 21-22; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Apr 23-24; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Apr 25-26; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Apr 27-28; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Apr 29-30; AAA and WAAA 1500m and 5000m championships, RAF Cosford, May 1-2; AAA and WAAA 10000m and 20000m championships, RAF Cosford, May 3-4; AAA and WAAA 5000m and 10000m championships, RAF Cosford, May 5-6; AAA and WAAA 1500m and 5000m championships, RAF Cosford, May 7-8; AAA and WAAA 10000m and 20000m championships, RAF Cosford, May 9-10; AAA and WAAA 5000m and 10000m championships, RAF Cosford, May 11-12; AAA and WAAA 1500m and 5000m championships, RAF Cosford, May 13-14; AAA and WAAA 10000m and 20000m championships, RAF Cosford, May 15-16; AAA and WAAA 5000m and 10000m championships, RAF Cosford, May 17-18; AAA and WAAA 1500m and 5000m championships, RAF Cosford, May 19-20; AAA and WAAA 10000m and 20000m championships, RAF Cosford, May 21-22; AAA and WAAA 5000m and 10000m championships, RAF Cosford, May 23-24; AAA and WAAA 1500m and 5000m championships, RAF Cosford, May 25-26; AAA and WAAA 10000m and 20000m championships, RAF Cosford, May 27-28; AAA and WAAA 5000m and 10000m championships, RAF Cosford, May 29-30; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Jun 1-2; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Jun 3-4; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Jun 5-6; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Jun 7-8; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Jun 9-10; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Jun 11-12; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Jun 13-14; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Jun 15-16; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Jun 17-18; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Jun 19-20; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Jun 21-22; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Jun 23-24; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Jun 25-26; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Jun 27-28; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Jun 29-30; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Jul 1-2; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Jul 3-4; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Jul 5-6; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Jul 7-8; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Jul 9-10; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Jul 11-12; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Jul 13-14; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Jul 15-16; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Jul 17-18; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Jul 19-20; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Jul 21-22; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Jul 23-24; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Jul 25-26; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Jul 27-28; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Jul 29-30; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Aug 1-2; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Aug 3-4; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Aug 5-6; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Aug 7-8; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Aug 9-10; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Aug 11-12; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Aug 13-14; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Aug 15-16; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Aug 17-18; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Aug 19-20; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Aug 21-22; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Aug 23-24; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Aug 25-26; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Aug 27-28; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Aug 29-30; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Sep 1-2; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Sep 3-4; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Sep 5-6; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Sep 7-8; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Sep 9-10; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Sep 11-12; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Sep 13-14; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Sep 15-16; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Sep 17-18; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Sep 19-20; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Sep 21-22; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Sep 23-24; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Sep 25-26; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Sep 27-28; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Sep 29-30; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Oct 1-2; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Oct 3-4; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Oct 5-6; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Oct 7-8; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Oct 9-10; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Oct 11-12; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Oct 13-14; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Oct 15-16; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Oct 17-18; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Oct 19-20; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Oct 21-22; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Oct 23-24; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Oct 25-26; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Oct 27-28; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Oct 29-30; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Nov 1-2; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Nov 3-4; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Nov 5-6; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Nov 7-8; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Nov 9-10; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Nov 11-12; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Nov 13-14; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Nov 15-16; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Nov 17-18; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Nov 19-20; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Nov 21-22; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Nov 23-24; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Nov 25-26; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Nov 27-28; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Nov 29-30; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Dec 1-2; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Dec 3-4; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Dec 5-6; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Dec 7-8; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Dec 9-10; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Dec 11-12; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Dec 13-14; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Dec 15-16; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Dec 17-18; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Dec 19-20; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Dec 21-22; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Dec 23-24; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Dec 25-26; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Dec 27-28; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Dec 29-30; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Jan 1-2; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Jan 3-4; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Jan 5-6; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Jan 7-8; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Jan 9-10; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Jan 11-12; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Jan 13-14; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Jan 15-16; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Jan 17-18; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Jan 19-20; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Jan 21-22; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Jan 23-24; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Jan 25-26; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Jan 27-28; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Jan 29-30; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Feb 1-2; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Feb 3-4; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Feb 5-6; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Feb 7-8; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Feb 9-10; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Feb 11-12; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Feb 13-14; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Feb 15-16; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Feb 17-18; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Feb 19-20; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Feb 21-22; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Feb 23-24; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Feb 25-26; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Feb 27-28; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Feb 29-30; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Mar 1-2; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Mar 3-4; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Mar 5-6; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Mar 7-8; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Mar 9-10; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Mar 11-12; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Mar 13-14; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Mar 15-16; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Mar 17-18; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Mar 19-20; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Mar 21-22; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Mar 23-24; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Mar 25-26; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Mar 27-28; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Mar 29-30; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Apr 1-2; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Apr 3-4; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Apr 5-6; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Apr 7-8; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Apr 9-10; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Apr 11-12; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Apr 13-14; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Apr 15-16; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Apr 17-18; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Apr 19-20; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Apr 21-22; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Apr 23-24; AAA and WAAA 1500m and 5000m championships, RAF Cosford, Apr 25-26; AAA and WAAA 10000m and 20000m championships, RAF Cosford, Apr 27-28; AAA and WAAA 5000m and 10000m championships, RAF Cosford, Apr 29-30; AAA and WAAA 1500m and 5000m championships, RAF Cosford, May 1-2; AAA and WAAA 10000m and 20000m championships, RAF Cosford, May 3-4; AAA and WAAA 5000m and 10000m championships, RAF Cosford, May 5-6; AAA and WAAA 1500m and 5000m championships, RAF Cosford, May 7-8; AAA and WAAA 10000m and 20000m championships, RAF Cosford, May 9-10; AAA and WAAA 5000m and 10000m championships, RAF Cosford, May 11-12; AAA and WAAA 1500m and 5000m championships, RAF Cosford, May 13-14; AAA and WAAA 10000m and 20000m championships, RAF Cosford, May 15-16; AAA and WAAA 5000m and 10000m championships, RAF Cosford, May 17-18; AAA and WAAA 1500m and 5000m championships, RAF Cosford, May 19-20; AAA and WAAA 10000m and 20000m championships, RAF Cosford, May 21-22; AAA and WAAA 5000m and 10000m championships, RAF Cosford, May 23-24; AAA and WAAA 1500m and 5000m championships, RAF Cosford, May 25-26; AAA and WAAA 10000m and 20000m championships, RAF Cosford, May 27-28; AAA and WAAA 5000m and 10000m championships, RAF Cosford, May 29-30; AAA and WAAA

Legal Appointments

International Practice

Growing progressive city solicitors' practice undertaking exclusively commercial work with strong international emphasis requires two additional lawyers:-

1. **Litigation:** must be above average with city experience and able to handle commercial litigation and arbitration both domestic and international. Applicants should have approx. 2 to 3 years good post qualification experience.
2. **Commercial:** must have good city experience of all aspects of private company work and able to handle a wide range of commercial transactions. Newly qualified to 2 years admitted.

Partnership prospects for the right candidate. Please write with full C.V. to:-

MICHAEL CRANSTON,
Warner Cranston of 30 Mincing
Lane,
London EC3R 7DP.

Commercial Lawyer up to £16,000

We require a Lawyer with two years' plus post-qualification experience to work at our Group headquarters based at Amersham.

You will be a key member of a small legal team reporting to the Company Lawyer, working on a wide range of commercial law matters in a high technology international environment. We can promise a challenging and varied role provided that you:

- * have a strong commercial outlook combined with high professional standards;
- * are able to demonstrate the ability to work alongside senior management in positive style;
- * have a good personality with natural social and administrative skills and can be effective at the sharp end of the Company's business;
- * are already exposed to the type of work this implies.

Excellent benefits package will include relocation help, where appropriate. Please write with career details to P. L. Jones, Personnel Manager, at the address below:

Amersham International plc
White Lion Road Amersham
Buckinghamshire HP7 9LL

Amersham

TAX SOLICITOR LONDON BASED

Amoco Europe and West Africa, Inc. is responsible for co-ordinating the activities of the European and West African subsidiaries of Standard Oil Company (Indiana), one of the world's largest oil companies. A new position has been created in the Tax Department for a Solicitor specialising in U.K. tax matters.

We invite applications from Solicitors with at least three years' U.K. tax experience, which must include substantial corporation tax experience. Exposure to petroleum revenue tax and foreign corporation tax work will be added advantages. Oil industry or U.S. multinational experience are desirable but not essential. Personal qualities should include creativity and effective communication skills.

This is a substantial opportunity for the selected candidate to gain experience of interesting and complex tax work, with scope for some foreign travel. There are prospects for promotion world-wide with the group tax function.

Generous initial salary with excellent fringe benefits. Applications, enclosing a curriculum vitae which will be treated with the strictest confidence should be submitted to:-

Mrs L. T. Nee, Employee Relations Department,
Amoco Europe and West Africa, Inc., 1 Stephen Street,
Tottenham Court Road, London W1P 2AU.



Assistant in the Company Secretary's Department

Gallaher Limited, with world-wide interests in tobacco, engineering, optics, distribution and office products, require an Assistant in the Company Secretary's Department at their Head Office in London.

The successful applicant, preferably a Chartered Secretary or Law graduate in the 25 to 40 age range, must be capable of handling important matters with minimum supervision and be prepared to work as a member of a small team of professionals.

Reporting to an Assistant Secretary, he/she will be responsible for the statutory work of all the private companies administered by the Department, some minute taking and assisting on property administration, charitable giving, banking and other administrative and legal work. A good knowledge and experience of Company Law and Secretarial practice are essential and experience in the other aspects of the job would be an advantage.

The total salary package will not be less than £12,000 but is negotiable, depending on qualifications and experience, and there are attractive fringe benefits.

Applications in writing and accompanied by a C.V. should be addressed to: Mrs D.E.J. Bowles, Recruitment Manager, Gallaher Limited, 65 Kingsway, London WC2B 6TG.



GALLAHER LIMITED

Young Lawyer Join an active Oil Company

This well known oil company is small enough to retain flexibility and a personal approach and yet has all the advantages of being the subsidiary of a large international group. It enjoys an excellent reputation as a North Sea operator and, following the commencement of a major field development, is expanding its operations substantially.

You will join a small legal department based at the company's headquarters in London and will travel within the UK and Europe on occasions. You will be involved in the negotiation and drafting of various joint venture agreements, including operating agreements, and will also advise on the field development and exploration and production activities of the company.

You will have a minimum of 12 months post qualification experience of drafting commercial agreements and will be working currently in a large industrial firm or in the commercial department of an established private practice.

The position carries a competitive salary and a comprehensive range of benefits and will provide the chance to develop your career within an exciting and stimulating environment.

Please telephone or write (with CV) to Sue Jagger at Cripps, Sears and Associates Ltd (Personnel Consultants), 88/89 High Holborn, London WC1V 6LE. Telephone 01-404 5301 (24 hours).

Cripps, Sears

Hoggett Bowers

Executive Selection Consultants
BIRMINGHAM, CARDIFF, GLASGOW, LEEDS, LONDON, MANCHESTER, NEWCASTLE and SHEFFIELD

Commercial Partner Designate

London Solicitors, initial salary up to £35,000

A thirteen partner Central London Firm with a long established reputation in family law and litigation is building up the commercial side of its practice. A commercial solicitor is now required to expand that department. It is expected that the successful applicant will be offered a partnership as soon as mutual acceptability has been established. The ideal candidate will be aged 40 to 45, have broad commercial experience and familiarity with the City institutions gained with a major firm of solicitors. Personal qualities should include a first-class intellect and a personality suitable for a firm which places the highest priority on internal working relationships.

H.W. FitzHugh, Ref: 20207/T. Male or female candidates should telephone in confidence for a Personal History Form 01-734 6852, Sutherland House, 5/6 Argyle Street, LONDON, W1E 6EZ.

Young Lawyer Required for Leading Shipowners' Protection & Indemnity Club

To work in the defence department dealing with charter party disputes resulting frequently in litigation or arbitration. The nature of the problems vary widely and experience in the maritime/commercial fields is desirable. There are excellent career prospects for the successful candidate.

Please reply with CV to:

Box 1554H The Times

BARRISTER OR SOLICITOR

required for a responsible position in the Legal Department in London of a successful national newspaper company with widespread business interests. We are looking for someone with ambition, who should be aged between 30 and 45 and have had experience in private practice and of advising newspapers. Challenging and varied work; good salary and fringe benefits.

Candidates should apply, enclosing a comprehensive c.v., to Box 1518H The Times.

Assistant Solicitor

with knowledge of Conveyancing required by leading firm of Solicitors in Edgbaston Birmingham. Excellent salary for selected applicant. Apply in first instance to Office Manager.

Box 1559H The Times

MANCHESTER SOLICITORS

require a Solicitor for General Conveyancing work.

Apply in writing with full CV to:
LEAK ALMOND & PARKINSON,
76 King Street, Manchester, M2 4WB.
(Ref: JAW/SW)

CONVEYANCING EXECUTIVES: City & Country Law, Milton Keynes: Mary Jones, Commercial, Bristol: Don Allen, Bank, Marketing, Bristol: S.A.S. Personal Appointments 01-251-1201 (24 hours answering service).

Litigation Officer

LEEDS up to £13,203
An experienced Legal Executive is required to join our busy legal office.

The work principally involves matters related to self-insurance including Employers' Liability and Third Party Public Liability claims. The post holder will be fully conversant with High Court and County Court practice and procedure. He/she will be expected to work with a minimum amount of supervision.

The post calls for an ability to interact and work effectively with other departments and disciplines in a large organisation. Some knowledge of gas legislation would be valuable, but not essential. Ideally, applicants should have approximately 10 years related experience, 5 years of which should be in Common Law with the emphasis on public and employers liability claims.

Commanding salary will be within the range £11,454 to £13,203. Benefits are those normally associated with a large progressive organisation including re-location expenses, where appropriate. We are an equal opportunity employer.

Apply by letter quoting ref. 791, to: The Recruitment Office, Negus, Regional Office, Leeds, LS2 7PE, giving details of age, qualifications and work experience by 18th November, 1983.

NORTH EASTERN GAS

COMPUTERISED LEGAL RESEARCH AREA CONSULTANT Midlands Based

Europe, the UK's fastest growing computerised legal information retrieval service offers an excellent career opportunity for a qualified lawyer to join our computerised Marketing Group.

The acceptance of Europe by the profession has been so rapid that we now wish to expand the client support team with the addition of an on-site spot (Midlands/North West England based) Custom/Service Facility.

The individual sought will be a fully qualified lawyer and will be based at home although frequent travel to London will be required.

An attractive compensation package is offered which includes the use of a company car.

Please give full details of qualifications and work experience to: C.E. Atkin, Sales/Service Manager, EUROLEX, 4 Moorhouse Square, London, WC1A 2NL.

London is a subsidiary of International Thomson Organisation, PLC.

EUROLEX

Leading Westminster firm seek ADDITIONAL ASSISTANTS

to work in the following three areas: Domestic Conveyancing, Commercial Conveyancing and Company Commercial. Some post-qualification work will be a pre-requisite, as these will be demanding positions with good prospects for the right candidate. Apply with full CV to Box 1519 H The Times.

CONVEYANCING SOLICITOR: 3 years post-qual for South London practice. Applicant must have drive and initiative and be suitable for early partnership offer. Excellent prospects. Contact Linda Best, 405 2661, Royal Employment Agency, Agency, 01-242 1281 (24 hr service).

SOLICITORS for Commercial and Financial Work

Coward Chance have a number of vacancies for solicitors in international commercial and financial work of a challenging kind, including all aspects of Eurocurrency banking. A substantial degree of responsibility with opportunities for travel will be involved after an appropriate training period.

Applications are invited from newly qualified solicitors and solicitors currently practising in this field.

All applicants should have a good degree. In the case of newly qualified solicitors previous experience, though desirable, is not essential. Please write with full C.V. to:

M. C. C. Megridge,
Coward Chance, Rye House,
Aldermansbury Square,
London EC2V 7LD

COWARD CHANCE

INNER LONDON MAGISTRATES' COURTS SERVICE

Deputy Chief Clerks

Applications are invited from BARRISTERS and SOLICITORS called or admitted in England, for employment as Deputy Chief Clerks in the Inner London Magistrates' Courts Service.

The starting salary is £10,742 pa rising by nine annual increments to £16,565 pa. In addition a London Weighting of £1,134 pa is payable. Both rates are under review.

For an application form and further particulars write to: The Principal Chief Clerk (DCC) Inner London Magistrates' Courts Service, Third Floor, North West Wing, Bush House, Aldwych WC2B 4PJ.

Completed application forms must be received by 2 December 1983.

SOUTH DEVON

We are a substantial sized firm with offices in three towns and we are looking for Assistant Solicitors with a view to partnership. There are vacancies in both contentious and non-contentious work.

Please reply with CV to T J Fogarty, Tozers, 10 St Paul's Road, Newton Abbot, Devon. TQ12 4PR.

PAYNE HICKS BEACH require

COMMERCIAL CONVEYANCER

Qualified Solicitor with at least four years' experience for varied commercial conveyancing including all aspects of investment property, development work including funding and planning agreements, commercial loans and leases.

Competitive salary will be paid and there are prospects of partnership. Full CV to the Management Partner, D J Leverton, No 10 New Square, Lincoln's Inn, London, WC2A 3QG.

TEXAS EASTERN Solicitor / Barrister

Texas Eastern North Sea, Inc. is actively participating in North Sea exploration and production activities. We have played a significant role in the development of North Sea oil and gas production since the mid-1960s.

Now we wish to appoint a barrister or solicitor to join our London operations as our sole in-house Counsel. The successful candidate should have from five to ten years of substantial oil & gas experience, preferably in the North Sea. This person should be thoroughly familiar with joint bidding agreements, exploration & production licences, joint operating agreements, and unitization agreements.

This position offers an attractive salary and benefits package. Letters of application, together with cv and salary history should be sent to Texas Eastern North Sea, Inc., c/o Mr. A. J. Soudy, Ashurst Morris Crisp & Co., Broadgate House, 7 Eldon Street, London EC2M 7HD.

CONVEYANCING SOLICITOR TUNBRIDGE WELLS

We require an ambitious young solicitor with not less than two years' post-admission experience to handle a wide variety of residential and commercial conveyancing together with other property transactions.

Competitive salary with associated benefits and partnership prospects are offered.

Please write with CV to Mr F. Reynolds, Cripps Harries Hall & Company, 84 Calverley Road, Tunbridge Wells, TN11 2UP.

LEGAL ASSISTANT 24-28 yrs Prestige Retail/Wholesale Outlet

Based in town and big wholesale outlet our client is seeking a qualified Solicitor with excellent personal presentation. The appointment offers scope in the commercial sphere with an emphasis on the law of tort and contract. The successful candidate will be responsible for advising on all aspects of the law of tort and contract, including negligence, contract law, and property law. This is an excellent opportunity to gain wide and further experience already gained in a similar environment. Salary £8,750 neg plus excellent benefits.

Kaye Harigan
CENTACOM LAW STAFF
036 2875

INDUSTRY

GROUP SECRETARY Staffed. Experienced commercial lawyer to be Legal Adviser to Public Co. £15,000 + car.

COMPUTER LAWYER London. Young commercial solicitor with advanced experience £12,500 + car.

CONVEYANCING/COMMERCIAL Solicitor with 4-5 yrs exp in commercial conveyancing & general comm. law £12,500 + car.

LITIGATION Solicitor with 1-3 yrs exp in litigation £12,500 + car.

Chambers & Partners
74 Long Lane, London E.C.4.
606 9371

PLYMOUTH BOND PEARCE & CO

Family department requires able young Solicitor to specialise in family law some experience preferable.

Apply with C.V. to Bond Pearce & Co
1 The Crescent,
Plymouth or telephone
(0752) 256533 Ref. WUP.

ARTICLED CLERK

Personable Articled Clerk required for busy, new Knightsbridge practice.

Tel: 01-584 4373

CAMBRIDGESHIRE LITIGATION

Assistant Litigation Solicitor required with approximately one to two years post-qualification general litigation experience for small but expanding Cambridgeshire practice with London connections. Good prospects for suitable applicant.

Applications with CV to: Mr G.P. Archer, Williams, 20 Hatfield Road, Hatfield, Cambridgeshire, PE10 6DE.

NEGOTIATE YOURSELF A NEW DEAL!

We want to talk to good communicators who know the conveyancing business inside-out. We have a number of interesting and rewarding vacancies in and around the London area - so this is an excellent opportunity to gain wide and further experience already gained in a similar environment. Salary £8,750 neg plus excellent benefits.

LAW PLACEMENTS LIMITED
Lodge House, 107/111 Fleet Street, E.C.4.
01-362-6666

ASA LAW

The Specialist Agency for Solicitors Locums and Permanent Appointments.

1. For any permanent requirements in any area call Chloé Thomas.

2. For any LOCUM requirements - Locums - all areas - 24 hours - all areas. Call Gordon River.

01-623 5725

COMMERCIAL CONVEYANCER
Solicitor, commercial, £14,000. Wessex Consultants 09350 25183.

LITIGATION EXECUTIVES: City & Country Law, Milton Keynes: Mary Jones, Commercial, Bristol: Don Allen, Bank, Marketing, Bristol: S.A.S. Personal Appointments 01-251-1201 (24 hours answering service).

CONVEYANCING SOLICITOR: 3 years post-qual for South London practice. Applicant must have drive and initiative and be suitable for early partnership offer. Excellent prospects. Contact Linda Best, 405 2661, Royal Employment Agency, Agency, 01-242 1281 (24 hr service).

WESTWARD HON Allrounder with country town firm £21,000. Wessex Consultants 09350 25183.

THE LEGAL DIV of Personnel Appointments have vacancies for Solicitors at all levels in London and throughout England. Apply Prospects, Salary, Personal Appointments 01-242 1281 (with ans. service after hrs).

LITIGATION: New creation with competitive City practice for Solicitor min. 3 yrs exp. for related big of commercial litigation offering prospects. Highly Compet. Salary, Personal Appointments 01-242 1281 (24 hr ans. service).

CONVEYANCING NEWMARKET: Residential law, clear path to part. service within friendly market town practice. Personal Appointments. 01-242 1281 (24 hr ans. service).

WESTWARD HON Assistant Solicitors & Locals. Excellent. New. West. Country. Wessex Consultants. 09350 25183.

La crème de la crème

MERCHANT BANKING I
c. \$10,500 + mortgage.
opportunity has instant writing a prestigious
Director level secretary. Working in the po
an extensive international client contact
on and excellent sea skills (100 shyd typ
support to a busy young Main Board
social policies and ability to work under pressure
where are essential. A level education is

PLEASE CALL 586 3535
Crone Corkill
Recruitment Consultants

PREPARATORY
STUDENTS

DOMESTIC A
SITUATION

Agents 500	Talente 200
----------------------	-----------------------

[illegible]

also available to housekeepers, exp

[illegible]

Patition will be
reopened, resulting

[illegible]

STEPHEN FAGAN
"BRILLIANTLY PLO"

[illegible]

"A masterful portrait
MARTIN'S

[illegible]

3878 cc 379
Mm 01 836

COLIN BLAKELY
JANE CARR
THE MINDING

ANY PIECE... portrayed 'Stunning' Sparkling

Today's television and radio programmes

Edited by Peter Dear

BBC 1

6.00 **Cartoon** All news headlines, weather, traffic and sports information. Also available to viewers with television sets without the television facility.

6.30 **Breakfast Time** with Frank Bough and Selma Scott. News from Debbie Fitz at 6.30, 7.00, 7.30, 8.00 and 8.30 with headlines on the quarter hours; regional news, weather and traffic at 6.45, 7.15 and 8.15; tonight's television previewed between 6.45 and 7.00; Ask Alison between 7.00 and 7.15; and again between 8.30 and 8.45; and Diana Moran's star tips between 8.30 and 8.45.

9.00 **Teatime** Dogs the Woodhouse Way. In the first of her ten-lesson series Mrs Woodhouse explains how to praise a dog correctly (r). 9.25 **Closedown**.

10.30 **Play School**, presented by Carol Cadogan, 10.55 **Closedown**.

12.30 **News Afternoon** with Richard Whitmore and Frances Corviale. The weather prospects come from Bill Giles. 12.57 **Regional News** (see page 3). 1.00 **Play School**, presented by Carol Cadogan, 1.25 **Closedown**.

1.00 **Headline News** with Richard Whitmore and Frances Corviale. The weather prospects come from Bill Giles. 1.25 **Regional News** (see page 3). 1.50 **Play School**, presented by Carol Cadogan, 2.15 **Closedown**.

2.00 **Film: The Mad Miss Manton** (1938) starring Barbara Stanwyck and Henry Fonda. Comedy drama about a young society woman who keeps finding herself in the wrong place at the wrong time.

2.30 **Film: The Mad Miss Manton** (1938) starring Barbara Stanwyck and Henry Fonda. Comedy drama about a young society woman who keeps finding herself in the wrong place at the wrong time.

3.00 **Play School**, presented by Carol Cadogan, 3.25 **Closedown**.

3.30 **Regional News** (see page 3). 3.55 **Play School**, presented by Carol Cadogan, 4.20 **Closedown**.

4.00 **Portland Bill**. A repeat of the programme shown at noon 4.15 **Dangemans** saves the world again - part two (r). 4.20 **Razzamajazz**. Fun and games and pop music in the first of a new series presented by Alastair Pim and Lisa Stanfield. 4.45 **CITV News**. News and ideas for young people. 5.15 **Emmerdale Farm**. It's harvest time and the farm receives some unexpected assistance.

5.40 **Story Minutes** includes the news read by Moira Stuart at 5.40 and regional news headlines at 5.50.

6.00 **Angela**. An uneasy argument, in search of everybody in the ward, between Mrs Wiloughby and her son-in-law, Chris, is the highlight of visiting time at the hospital.

7.00 **Two Explorers**, Sir Ranulph Fiennes and Michael Pennington. A film about the expedition to the North Pole.

7.30 **Don't Wait Up**. Comedy series about a father and son who are both divorcing.

8.00 **News** with John Humphrys. 8.25 **Play: Submariners**, by Tom McClellan. Drama in the style of a submarine thriller.

10.45 **News** headlines. 10.50 **Film: The Family Plot** (1972) starring Ian McKellen and Jack Carter. Mafia movie based on the novel by Georges Simenon about a gangster who is forced to take action by his superior against his brother who has disobeyed an order to kill someone. Directed by Paul Verhoeven.

12.00 **Weather**.

TV-am

6.25 **Good Morning Britain** presented by Nick Owen and John Stapleton. Review of the morning papers at 6.25; news from Gavin Scott at 6.30, 7.00, 7.30, 8.00, 8.30 and 9.00; sport at 6.35 and 7.40; exercises at 6.45 and 8.15; John Stapleton with a topical guest in the Spotlight at 7.05; Timmy Mallett's pop news at 7.45; pop video at 7.55; inside Peter Bull's house at 8.00; Gyles Brandreth's video report at 8.35; baby talk at 9.02 and news headlines at 9.25.

9.25 **Thames news headlines**. 9.30 **For Schools** (Skins). 9.40 **How Islam affects a Muslim's life**. 10.04 **Practising for sports day**. 10.21 **Child development**. 10.43 **The death of industry**. 11.08 **Games children play in the streets and playgrounds**. 11.25 **Pets and vets**. 11.38 **With a group of English exchange students on a visit to Avon in the Lake valley**.

12.00 **Portland Bill**. A repeat of the programme shown at noon 12.15 **Dangemans** saves the world again - part two (r). 12.20 **Razzamajazz**. Fun and games and pop music in the first of a new series presented by Alastair Pim and Lisa Stanfield. 12.45 **CITV News**. News and ideas for young people. 1.15 **Emmerdale Farm**. It's harvest time and the farm receives some unexpected assistance.

1.40 **Story Minutes** includes the news read by Moira Stuart at 1.40 and regional news headlines at 1.50.

2.00 **Angela**. An uneasy argument, in search of everybody in the ward, between Mrs Wiloughby and her son-in-law, Chris, is the highlight of visiting time at the hospital.

3.00 **Two Explorers**, Sir Ranulph Fiennes and Michael Pennington. A film about the expedition to the North Pole.

3.30 **Don't Wait Up**. Comedy series about a father and son who are both divorcing.

4.00 **News** with John Humphrys. 4.25 **Play: Submariners**, by Tom McClellan. Drama in the style of a submarine thriller.

10.45 **News** headlines. 10.50 **Film: The Family Plot** (1972) starring Ian McKellen and Jack Carter. Mafia movie based on the novel by Georges Simenon about a gangster who is forced to take action by his superior against his brother who has disobeyed an order to kill someone. Directed by Paul Verhoeven.

12.00 **Weather**.

BBC 2

9.00 **Daytime on Two** Stephen Spender with his personal view of Shakespeare's A Winter's Tale. 9.25 **Hillier's** to power. 9.48 **Maths**: a tie to 9.50. 10.10 **Part six of the story for 7** to 9 year olds. 10.35 **The slims of Brazil's** Solo Horizonte. 11.00 **The Asian festival of light**. 11.17 **A day in the life of an** assembly line worker at a Hiroshima car factory.

11.40 **What is special about the Bible?** 12.03 **Britain's** economy. Part six of an analysis. 12.30 **Other people's** lives. 12.55 **Maths for adults**: radio (ends at 1.05). 1.19 **Sound waves**. 1.45 **Messages**. 2.00 **You and Me**. 2.15 **The** geography of streets. 2.40 **Up** and down the hill. 3.00 **Closedown**.

3.30 **News summary** with subtitles. 3.40 **Harold Lloyd** in extracts from The Kid Brother and Takes a Chance (r).

4.00 **Cartoon Time** The Magic Flute, twice by the National Film Board of Canada.

6.10 **James Burke: The Real Thing**. The first of a six-part series in which James Burke attempts to discover what is real and what is not. In this programme he asks 'What is reality?' (r).

6.40 **Rockschool**. A new series of eight programmes dealing with the three instruments essential to rock music - lead guitar, bass and drums. Each week a trio will play a different type of music before an audience of young musicians. With Dairde Cartwright (guitar), Geoff Nicholls (drums) and Henry Thomas (bass).

7.05 **Barclay James Harvest**. Highlights from a concert given by the band in the shadow of the Berlin Wall (r).

7.40 **An Artists World of Flowers**. Clay Jones talks to award winning botanical artist Leslie Greenwood.

8.10 **Timewatch** includes recently discovered silent film revealing hospital life in the 1920s and 30s.

9.00 **Kelly Maitland**. A new series featuring the American comedian taking a look at life on this side of the Atlantic.

9.30 **The Aristocrats**. The second of six films by Robby Losee on the European upper crust. His subject tonight is one of the richest families in Britain - the Westminsters (see Choice).

10.20 **Out of Court**. David Jessel and Sue Cook with a new series about those who make or break the law. In this first programme reporter Ed Boyle investigates the growth of security firms and considers the legal implications.

10.50 **Nightwatch**. News and reports from the night.

11.30 **The Devil Connection**. Problems arise when Brian Devlin finds the executor of a wealthy friend's estate.

12.25 **Night Thoughts**.

CHANNEL 4

2.40 **Film: Jezebel** (1938) starring Betty Davis and Henry Fonda. Betty Davis won an Oscar for her performance as Jezebel. A woman, a sinner, a woman, she plots to humiliate her long-suffering fiancé, Preston Dillard, when he refuses to cater to her every whim. Directed by William Wyler.

4.30 **Countdown**.

5.00 **Years Ahead**. Magazine programme for older viewers, presented by Robert Douglas. Today's programme includes a film profile of John Brown who, at the age of 80, has returned to his old hobby of violin making. The film shows Brown at work in his small workshop; Leonard Friedman playing one of the violins; and a parody from Hansel and Gretel. The programme also includes a fashion report for older people with Lella Simpson (aged 87) and Dora Grunton (aged 75) on a shopping spree for the benefit of viewers.

5.45 **The Sports Quiz** with Steve Davis. Five more hopefuls compete in another round of the competition to find Britain's top sporting brain.

6.15 **Utopia Limited**. Part three of the series that examines the way the world uses its resources looks at experiments in the Green Revolution - the production of high yield food crops in Third World countries using modern agricultural methods.

6.45 **Hey Good Looking!** Peter York analyses the rise and fall of the executive style - a look that eventually became available to all, thus slipping downmarket.

7.00 **Channel Four News**.

7.30 **Comment**. With her view of a matter of topical importance is Barbara Smoker, chairman of the Voluntary Euthanasia Society and president of the National Secular Society.

8.00 **Brookside**. A special birthday edition finds the Close celebrating November 5 with a communal bonfire.

8.45 **Skywatch**. An animated film about a species of butterfly, a Mistle Thrush and a Woodcock. Vegetation, suspended in the sky.

9.00 **Conversation Pieces**. On Probation. Animated version of an actual conversation between an inmate of a probationary home who wants time off to see his brother who is due in court, and his probation officer.

9.05 **Film: Owen, Prince of Wales** (1983) starring J. O. Roberts as the legendary 15th-century Welsh warrior, Owain Glyndwr. Directed by James Hill.

10.55 **Loose Talk**. Susan Taylor with an irreverent chat show with music, live from London's Albany Empire Theatre.

11.55 **Closedown**.

CHOICE

previously seen as a mindless stonewall in O for England. The character's atmosphere is powerfully conveyed, with the incessant taunts and announcements and the constant hum of the engines. Donald McIllopp is excellent as the plucky ship's captain, full of forced good humour in a play of surprises that leaves a sense of unease, in spite of the laughs.

● **The Crosses-rich Duke of Westminster** is England's representative in Robert Lacey's entertaining series on the noble families of Europe. ARISTOCRATS (BBC2 9.30pm). At the age of 51 and two O-levels to show for his education Gerald Grosvenor is head of the largest property empire

Radio 4

6.00 **News Briefing**. 6.10 **Farming Today**. 6.25 **Shipping**. 6.30 **Today's News**. 6.45 **Today's News**. 6.55 **Weather**. 7.00 **Today's News**. 7.10 **Today's News**. 7.20 **Today's News**. 7.30 **Today's News**. 7.40 **Today's News**. 7.50 **Today's News**. 8.00 **Today's News**. 8.10 **Today's News**. 8.20 **Today's News**. 8.30 **Today's News**. 8.40 **Today's News**. 8.50 **Today's News**. 9.00 **Today's News**. 9.10 **Today's News**. 9.20 **Today's News**. 9.30 **Today's News**. 9.40 **Today's News**. 9.50 **Today's News**. 10.00 **Today's News**. 10.10 **Today's News**. 10.20 **Today's News**. 10.30 **Today's News**. 10.40 **Today's News**. 10.50 **Today's News**. 11.00 **Today's News**. 11.10 **Today's News**. 11.20 **Today's News**. 11.30 **Today's News**. 11.40 **Today's News**. 11.50 **Today's News**. 12.00 **Today's News**. 12.10 **Today's News**. 12.20 **Today's News**. 12.30 **Today's News**. 12.40 **Today's News**. 12.50 **Today's News**. 1.00 **Today's News**. 1.10 **Today's News**. 1.20 **Today's News**. 1.30 **Today's News**. 1.40 **Today's News**. 1.50 **Today's News**. 2.00 **Today's News**. 2.10 **Today's News**. 2.20 **Today's News**. 2.30 **Today's News**. 2.40 **Today's News**. 2.50 **Today's News**. 3.00 **Today's News**. 3.10 **Today's News**. 3.20 **Today's News**. 3.30 **Today's News**. 3.40 **Today's News**. 3.50 **Today's News**. 4.00 **Today's News**. 4.10 **Today's News**. 4.20 **Today's News**. 4.30 **Today's News**. 4.40 **Today's News**. 4.50 **Today's News**. 5.00 **Today's News**. 5.10 **Today's News**. 5.20 **Today's News**. 5.30 **Today's News**. 5.40 **Today's News**. 5.50 **Today's News**. 6.00 **Today's News**. 6.10 **Today's News**. 6.20 **Today's News**. 6.30 **Today's News**. 6.40 **Today's News**. 6.50 **Today's News**. 7.00 **Today's News**. 7.10 **Today's News**. 7.20 **Today's News**. 7.30 **Today's News**. 7.40 **Today's News**. 7.50 **Today's News**. 8.00 **Today's News**. 8.10 **Today's News**. 8.20 **Today's News**. 8.30 **Today's News**. 8.40 **Today's News**. 8.50 **Today's News**. 9.00 **Today's News**. 9.10 **Today's News**. 9.20 **Today's News**. 9.30 **Today's News**. 9.40 **Today's News**. 9.50 **Today's News**. 10.00 **Today's News**. 10.10 **Today's News**. 10.20 **Today's News**. 10.30 **Today's News**. 10.40 **Today's News**. 10.50 **Today's News**. 11.00 **Today's News**. 11.10 **Today's News**. 11.20 **Today's News**. 11.30 **Today's News**. 11.40 **Today's News**. 11.50 **Today's News**. 12.00 **Today's News**. 12.10 **Today's News**. 12.20 **Today's News**. 12.30 **Today's News**. 12.40 **Today's News**. 12.50 **Today's News**. 1.00 **Today's News**. 1.10 **Today's News**. 1.20 **Today's News**. 1.30 **Today's News**. 1.40 **Today's News**. 1.50 **Today's News**. 2.00 **Today's News**. 2.10 **Today's News**. 2.20 **Today's News**. 2.30 **Today's News**. 2.40 **Today's News**. 2.50 **Today's News**. 3.00 **Today's News**. 3.10 **Today's News**. 3.20 **Today's News**. 3.30 **Today's News**. 3.40 **Today's News**. 3.50 **Today's News**. 4.00 **Today's News**. 4.10 **Today's News**. 4.20 **Today's News**. 4.30 **Today's News**. 4.40 **Today's News**. 4.50 **Today's News**. 5.00 **Today's News**. 5.10 **Today's News**. 5.20 **Today's News**. 5.30 **Today's News**. 5.40 **Today's News**. 5.50 **Today's News**. 6.00 **Today's News**. 6.10 **Today's News**. 6.20 **Today's News**. 6.30 **Today's News**. 6.40 **Today's News**. 6.50 **Today's News**. 7.00 **Today's News**. 7.10 **Today's News**. 7.20 **Today's News**. 7.30 **Today's News**. 7.40 **Today's News**. 7.50 **Today's News**. 8.00 **Today's News**. 8.10 **Today's News**. 8.20 **Today's News**. 8.30 **Today's News**. 8.40 **Today's News**. 8.50 **Today's News**. 9.00 **Today's News**. 9.10 **Today's News**. 9.20 **Today's News**. 9.30 **Today's News**. 9.40 **Today's News**. 9.50 **Today's News**. 10.00 **Today's News**. 10.10 **Today's News**. 10.20 **Today's News**. 10.30 **Today's News**. 10.40 **Today's News**. 10.50 **Today's News**. 11.00 **Today's News**. 11.10 **Today's News**. 11.20 **Today's News**. 11.30 **Today's News**. 11.40 **Today's News**. 11.50 **Today's News**. 12.00 **Today's News**. 12.10 **Today's News**. 12.20 **Today's News**. 12.30 **Today's News**. 12.40 **Today's News**. 12.50 **Today's News**. 1.00 **Today's News**. 1.10 **Today's News**. 1.20 **Today's News**. 1.30 **Today's News**. 1.40 **Today's News**. 1.50 **Today's News**. 2.00 **Today's News**. 2.10 **Today's News**. 2.20 **Today's News**. 2.30 **Today's News**. 2.40 **Today's News**. 2.50 **Today's News**. 3.00 **Today's News**. 3.10 **Today's News**. 3.20 **Today's News**. 3.30 **Today's News**. 3.40 **Today's News**. 3.50 **Today's News**. 4.00 **Today's News**. 4.10 **Today's News**. 4.20 **Today's News**. 4.30 **Today's News**. 4.40 **Today's News**. 4.50 **Today's News**. 5.00 **Today's News**. 5.10 **Today's News**. 5.20 **Today's News**. 5.30 **Today's News**. 5.40 **Today's News**. 5.50 **Today's News**. 6.00 **Today's News**. 6.10 **Today's News**. 6.20 **Today's News**. 6.30 **Today's News**. 6.40 **Today's News**. 6.50 **Today's News**. 7.00 **Today's News**. 7.10 **Today's News**. 7.20 **Today's News**. 7.30 **Today's News**. 7.40 **Today's News**. 7.50 **Today's News**. 8.00 **Today's News**. 8.10 **Today's News**. 8.20 **Today's News**. 8.30 **Today's News**. 8.40 **Today's News**. 8.50 **Today's News**. 9.00 **Today's News**. 9.10 **Today's News**. 9.20 **Today's News**. 9.30 **Today's News**. 9.40 **Today's News**. 9.50 **Today's News**. 10.00 **Today's News**. 10.10 **Today's News**. 10.20 **Today's News**. 10.30 **Today's News**. 10.40 **Today's News**. 10.50 **Today's News**. 11.00 **Today's News**. 11.10 **Today's News**. 11.20 **Today's News**. 11.30 **Today's News**. 11.40 **Today's News**. 11.50 **Today's News**. 12.00 **Today's News**. 12.10 **Today's News**. 12.20 **Today's News**. 12.30 **Today's News**. 12.40 **Today's News**. 12.50 **Today's News**. 1.00 **Today's News**. 1.10 **Today's News**. 1.20 **Today's News**. 1.30 **Today's News**. 1.40 **Today's News**. 1.50 **Today's News**. 2.00 **Today's News**. 2.10 **Today's News**. 2.20 **Today's News**. 2.30 **Today's News**. 2.40 **Today's News**. 2.50 **Today's News**. 3.00 **Today's News**. 3.10 **Today's News**. 3.20 **Today's News**. 3.30 **Today's News**. 3.40 **Today's News**. 3.50 **Today's News**. 4.00 **Today's News**. 4.10 **Today's News**. 4.20 **Today's News**. 4.30 **Today's News**. 4.40 **Today's News**. 4.50 **Today's News**. 5.00 **Today's News**. 5.10 **Today's News**. 5.20 **Today's News**. 5.30 **Today's News**. 5.40 **Today's News**. 5.50 **Today's News**. 6.00 **Today's News**. 6.10 **Today's News**. 6.20 **Today's News**. 6.30 **Today's News**. 6.40 **Today's News**. 6.50 **Today's News**. 7.00 **Today's News**. 7.10 **Today's News**. 7.20 **Today's News**. 7.30 **Today's News**. 7.40 **Today's News**. 7.50 **Today's News**. 8.00 **Today's News**. 8.10 **Today's News**. 8.20 **Today's News**. 8.30 **Today's News**. 8.40 **Today's News**. 8.50 **Today's News**. 9.00 **Today's News**. 9.10 **Today's News**. 9.20 **Today's News**. 9.30 **Today's News**. 9.40 **Today's News**. 9.50 **Today's News**. 10.00 **Today's News**. 10.10 **Today's News**. 10.20 **Today's News**. 10.30 **Today's News**. 10.40 **Today's News**. 10.50 **Today's News**. 11.00 **Today's News**. 11.10 **Today's News**. 11.20 **Today's News**. 11.30 **Today's News**. 11.40 **Today's News**. 11.50 **Today's News**. 12.00 **Today's News**. 12.10 **Today's News**. 12.20 **Today's News**. 12.30 **Today's News**. 12.40 **Today's News**. 12.50 **Today's News**. 1.00 **Today's News**. 1.10 **Today's News**. 1.20 **Today's News**. 1.30 **Today's News**. 1.40 **Today's News**. 1.50 **Today's News**. 2.00 **Today's News**. 2.10 **Today's News**. 2.20 **Today's News**. 2.30 **Today's News**. 2.40 **Today's News**. 2.50 **Today's News**. 3.00 **Today's News**. 3.10 **Today's News**. 3.20 **Today's News**. 3.30 **Today's News**. 3.40 **Today's News**. 3.50 **Today's News**. 4.00 **Today's News**. 4.10 **Today's News**. 4.20 **Today's News**. 4.30 **Today's News**. 4.40 **Today's News**. 4.50 **Today's News**. 5.00 **Today's News**. 5.10 **Today's News**. 5.20 **Today's News**. 5.30 **Today's News**. 5.40 **Today's News**. 5.50 **Today's News**. 6.00 **Today's News**. 6.10 **Today's News**. 6.20 **Today's News**. 6.30 **Today's News**. 6.40 **Today's News**. 6.50 **Today's News**. 7.00 **Today's News**. 7.10 **Today's News**. 7.20 **Today's News**. 7.30 **Today's News**. 7.40 **Today's News**. 7.50 **Today's News**. 8.00 **Today's News**. 8.10 **Today's News**. 8.20 **Today's News**. 8.30 **Today's News**. 8.40 **Today's News**. 8.50 **Today's News**. 9.00 **Today's News**. 9.10 **Today's News**. 9.20 **Today's News**. 9.30 **Today's News**. 9.40 **Today's News**. 9.50 **Today's News**. 10.00 **Today's News**. 10.10 **Today's News**. 10.20 **Today's News**. 10.30 **Today's News**. 10.40 **Today's News**. 10.50 **Today's News**. 11.00 **Today's News**. 11.10 **Today's News**. 11.20 **Today's News**. 11.30 **Today's News**. 11.40 **Today's News**. 11.50 **Today's News**. 12.00 **Today's News**. 12.10 **Today's News**. 12.20 **Today's News**. 12.30 **Today's News**. 12.40 **Today's News**. 12.50 **Today's News**. 1.00 **Today's News**. 1.10 **Today's News**. 1.20 **Today's News**. 1.30 **Today's News**. 1.40 **Today's News**. 1.50 **Today's News**. 2.00 **Today's News**. 2.10 **Today's News**. 2.20 **Today's News**. 2.30 **Today's News**. 2.40 **Today's News**. 2.50 **Today's News**. 3.00 **Today's News**. 3.10 **Today's News**. 3.20 **Today's News**. 3.30 **Today's News**. 3.40 **Today's News**. 3.50 **Today's News**. 4.00 **Today's News**. 4.10 **Today's News**. 4.20 **Today's News**. 4.30 **Today's News**. 4.40 **Today's News**. 4.50 **Today's News**. 5.00 **Today's News**. 5.10 **Today's News**. 5.20 **Today's News**. 5.30 **Today's News**. 5.40 **Today's News**. 5.50 **Today's News**. 6.00 **Today's News**. 6.10 **Today's News**. 6.20 **Today's News**. 6.30 **Today's News**. 6.40 **Today's News**. 6.50 **Today's News**. 7.00 **Today's News**. 7.10 **Today's News**. 7.20 **Today's News**. 7.30 **Today's News**. 7.40 **Today's News**. 7.50 **Today's News**. 8.00 **Today's News**. 8.10 **Today's News**. 8.20 **Today's News**. 8.30 **Today's News**. 8.40 **Today's News**. 8.50 **Today's News**. 9.00 **Today's News**. 9.10 **Today's News**.

Old Vic returns to the stage

By Christopher Warman
Arts Correspondent

The Old Vic, given a £2m facelift since its purchase by Mr Edwin Mirvish, the Canadian businessman, for £550,000 15 months ago, last night opened for the first time for a preview of its new existence.

In 42 weeks, the theatre - opened in 1818, but made famous by Lilian Baylis early this century - has been restored to its intimate Victorian look of 1871 after "Honest Ed" Mirvish gave the go-ahead for its refurbishment.

Back are the proscenium arch and the stage boxes with their gilded plasterwork and elegant drapes, as craftsmen applied the finishing touches yesterday. The décor of blue-grey, crimson and scarlet gives a refreshing glow to the auditorium, while the frontage brings a new elegance to the area south of the South Bank complex of halls and theatres.

The only feature missed by Mr Mirvish is the outline of lights which he wanted to put like the front of Harrods. That was ruled out because The Old Vic is a historic building.

The theatre opens officially next Tuesday when the Queen Mother attends a performance of the musical *Blondel*, with Lord Olivier, who has been closely associated with the theatre since the war, speaking the prologue. After that, *Honest Ed* and his management team will be on their own, attempting to make The Old Vic pay.

Yesterday Mr Mirvish, who has made a success of a discount store and a theatre in



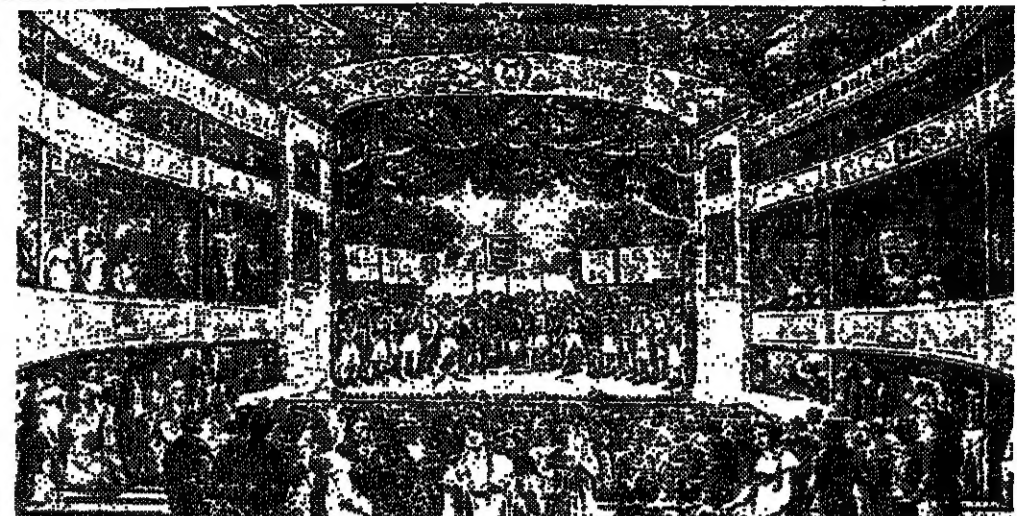
1983: "Honest Ed" Mirvish who has breathed new life into The Old Vic. (Photograph: Bill Warhurst)

Toronto, refused to make promises for the future. He hoped the theatre would bring people in for a variety of shows, including musicals, dramas and mysteries.

This new Old Vic is very much his creation and he was asked if he had considered giving it his name. "Ed's Old Vic? I am tempted a bit, but no, I won't," he answered.

He bought the theatre without ever having seen it, and he is prepared to subsidize it if it does not make money at first. "But the theatre has been changed into everything we wanted and it has been finished on time. It is not going to be easy to make it work, but we have a fighting chance."

Mr Mirvish has sold 6,500 subscriptions for the 1,000-seat theatre. It is not enough, but it is an encouraging start.



1818: The theatre opens as The Royal Coburg.



1928: Lilian Baylis (second from right) who made it famous again.

A chequered history

1817 - Waterloo Bridge opens.
1818 - Theatre opens as The Royal Coburg.
1833 - Redeclared and renamed The Victoria. Soon becomes known as The Old Vic.
1833-79 - As The Royal Victoria, leading artists, including Edmund Kean and the Grimaldis, tread the boards. Agassiz's farewell concert in 1844; Charles Dickens often here for dramatizations of his novels. Theatre declines, becomes gin palace.
1880 - Leased to Emma Cons, social reformer; reopens as The Royal Victoria Coffee Music-Hall, run on temperance lines.
1898 - Emma Cons' niece, Lilian Baylis, joins.

1912 - Emma Cons dies; Lilian Baylis takes over.
1914 - The Old Vic Shakespeare Company formed by Lilian Baylis and Mr and Mrs Matheson Lang.
1937 - Lilian Baylis dies. Tyrone Guthrie appointed administrator.
1946 - Ralph Richardson and Laurence Olivier direct theatre.
1963 - The Old Vic Company is disbanded. National Theatre takes a lease.
1972 - National Theatre moves to South Bank, rejecting plan for Old Vic as home.
1977-81 - Guest seasons, including Prospect Theatre.
1982 - Arts Council subsidy withdrawn. Governors sell. Mirvish buys.

Grenada mental patients killed

Continued from page 1

of Mr Maurice Bishop, the Prime Minister, earlier this month and triggered the decision to invade the island.

Late on Sunday troops from the US 82nd Airborne Division captured General Hudson Austin, head of the Revolutionary Military Council which seized power after Mr Bishop's death. He was captured in a village called Hesper Hall, situated to the east of St George's, the island's capital.

General Austin, along with other captured junta members, including Mr Bernard Coard, the left-wing Deputy Prime Minister who was largely responsible for Mr Bishop's overthrow, are being held prisoner on board the US assault ship Fum.

General Austin had been reported at the end of last week to be holding hostages in an attempt to secure a safe passage out of the island. However, American sources said no hostages were involved during General Austin's capture.

As the fighting has died down the US has agreed to allow more journalists into the island after restricting their entry during the early stages of the invasion. Meanwhile in Washington senior Administration officials, aware of the constitutional need to win Britain's approval of the interim Government which is soon to be set up in St George's, have continued efforts to placate Mrs Margaret Thatcher's Government which has expressed its disapproval of the invasion.

One official commented that it had been "courageous" of Britain to abstain during last week's Security Council vote condemning the American action while the US's other Western allies voted in favour of the measure.

The US would like Britain to participate in, or at least help to establish, a Commonwealth force to take over from the Americans after they leave. The Administration says it wants to withdraw its troops from the island as soon as possible.

● Houses looted: St George's was returning to normal yesterday, with schools and shops reopening. Water and electricity have been restored, though uncollected garbage still litters the streets (Our Foreign Staff write).

Jamaican troops were occupying the two neighbouring houses of Mr Bishop and Mr Coard, both of which had been looted.

Frank Johnson in the Commons Labour deploys its ultimate deterrent

The Labour Chief Whip, Mr Michael Cocks, suddenly started shouting at the Secretary of State for Defence, Mr Michael Heseltine, in the middle of the latter's speech during the debate yesterday on intermediate range nuclear forces.

When Mr Denis Healey, the chief Opposition spokesman on foreign affairs later shouted at Mr Heseltine for half an hour in the next speech, we all remained calm. Conventional warfare of that kind is something which the Western world has learnt to endure.

But the launching of Mr Cocks was an unexpected attack, without a preceding period of tension, by a chief whip during peaceful debate on the routine subject of nuclear destruction. As such, it represented what we analysts of parliamentary warfare would call a major escalation in the scenario.

Chief whips are kept in hardened sites on the two front benches, and are hardly ever deployed for purposes of speaking in the chamber. Their function is to act as a deterrent - to deter, that is, their own side. It had always been assumed that, if ever they had to be used against the other side of the House, their purpose would have failed and the end of the world would ensue.

Mr Cocks roared up from the Opposition front bench when Mr Heseltine started making what, on the face of it, seemed to be some uncontroverted remarks about Mr Cocks' colleague, Mr Healey. Mr Heseltine was saying that, had Labour won the general election of 1979, they would have adopted the same policy on cruise missiles as the British Conservative Government and its Nato allies.

"The trouble with the Right Hon gentleman," Mr Heseltine continued, referring to Mr Healey, "is that he has all the intellect and experience and none of the integrity necessary for the job."

"What about your war record?" cried Mr Cocks. "Tell us about your war record." Mr Heseltine continued to peer down into the notes which contained his off-the-cuff remarks about Mr Healey.

"Let's see your war record!" By now the Opposition Chief Whip was well on his way towards Mr Heseltine. At last someone had understood Alliance policy on deterrence. There was no way

in which the Labour Party's computers could call him back. We had no doubt that soon Mr Heseltine would be rebutting with missiles on the subject of various Labour members' war records. Mass destruction of reputations would follow.

Unexpectedly, a Labour member first elected in June, a slightly floundering fellow called Mr Worring, who has a permanent look of outrage or possibly bafflement, and who is therefore a most promising newcomer, rose on a point of order. He demanded of the Speaker whether it was in order for someone who had bought themselves out of the army to make such remarks about Mr Healey. This was presumably a subtle reference to Mr Heseltine's war record, or what Mr Worring understood to be the lack of it.

The Speaker had no time for that point of order. He is becoming adept at avoiding needless bloodshed. He hurried the proceedings on. We heard no more from Mr Cocks about various people's war records.

Mr Worring will be a useful member if he decides partly to make his parliamentary career out of bogus points of order, but he must learn that a good point of order should start trouble rather than end it.

Later, Mr Healey grandiosely referred to his service to "my country". Mr Heseltine rose to say he recognized Mr Healey's "distinguished war record". The two then returned to abusing one another about each bringing nearer the nuclear holocaust. Normality had returned. But no one was grateful to Mr Cocks, who had now returned to base and to silence. He had provided the one spark in an otherwise subdued debate.

Mr Heseltine was persuasive on Labour's change of attitude, since leaving office, on cruise missiles. Mr Healey was persuasive on the missiles' uselessness and vulnerability to Russian attack.

Three young women, dressed in the Grenham Common look, sat in the public gallery from the start, obviously waiting for the moment to shriek. Oddly, they chose to do so during the speech of the Liberal leader, Mr Steel. "We say no to cruise," they cried, before being hurried out by attendants. At last someone had understood Alliance policy on deterrence.

THE TIMES INFORMATION SERVICE

Today's events

Royal engagements
The Queen holds an investiture at Buckingham Palace, 11.
The Duke of Edinburgh, President of the National Playing Fields Association, presents the President's Certificate, 10 as Honorary Fellow of the Plastic and Rubber Institute, presents the fourth Prince Philip Award, 10.30; as President of the English-Speaking Union presents the 1983 English Language Competition prizes and chairs a meeting of the Committee of the ESU, 11.30; all at Buckingham Palace. He visits Nightingale House, 105 Nightingale Lane, SW12, 2.45, and as Patron of the London Federation of Boys' Clubs gives a reception at Buckingham Palace at 6.
The Princess of Wales opens the new block at the London Chest Hospital, Bethnal Green, 10.50.
Princess Margaret attends a service to celebrate the 25th Anniversary of the consecration of the Church of St Mary Newington, SE11, 7.55.
The Duke of Gloucester opens

the Royal Society for the Prevention of Accidents' 50th Road Safety Congress at Winter Gardens, Eastbourne, Sussex, 11.30.
The Duchess of Kent, Patron of the Spastics Society, attends the Sri Yoghurt Gala Ball in aid of the Spastics Society, 11.30.
The Princess of Wales opens the new block at the London Chest Hospital, Bethnal Green, 10.50.
Princess Margaret attends a service to celebrate the 25th Anniversary of the consecration of the Church of St Mary Newington, SE11, 7.55.
The Duke of Gloucester opens

New exhibitions
The British Art Show, an Arts Council touring exhibition at the Birmingham Museum and Art Gallery, Chamberlain Square; Mon to Sat 10 to 5, and Sun 2 to 5; also at the Ikon Gallery, 58-72 John Bright Street, Birmingham; Tues Sat 10 to 6, closed Sun & Mon (ends Dec 22).
Drawings and Prints by J. Barry, Timaeus Gallery, 2a Salisbury Road, Moseley, Birmingham; Mon to Fri 10 to 5 (Wed 10 to 7.30) closed Sat & Sun (ends Nov 25).
Taunton Cider: the history of the English drinking mug, exhibition at the Cornish Museum, Cresswell; Tues to Sat, 10 to 5, Sun 2 to 5, closed Mon (ends Dec 11).
Last chance to see
Two exhibitions being held in conjunction with the Cheltenham Literary Festival: English Woodblock illustration - Thomas Bewick to Eric Gill; English Landscapes 1790-1840 - a selection of prints; Cheltenham Art Gallery & Museum, 40 Clarence Street, Cheltenham, Gloucestershire, GL50 3NP; Mon to Sat, 10 to 5.30 (ends Nov 5).
Music
Organ recital by Jane Watts, Town Hall, The Meadow, Leeds, 1.05.
Concert by Edwin Pilling (piano), and Elizabeth Pitts (violin), Picture Gallery, Peckham, 7.45.
Organ recital by Philip Davey, St Mary Redcliffe Church, Bristol, 7.30.
Concert by Michael Thompson (organ), and Catherine Dubois (piano), The Hexagon, Queen's Walk, Reading, 12.45.

TV top ten

National top ten television programmes in the week ending October 28:
ITV
1 Coronation Street (Wed), Granada, 16.05m.
2 Coronation Street (Mon), Granada, 16.05m.
3 The A-Team, ITV, 14.20m.
4 The Avengers, 1.50m.
5 The Marmalade and Wine Show, Thames, 14.10m.
6 Name That Tune, Thames, 13.85m.
7 News at Six, 13.75m.
8 News and Sport (Sat), 13.55m.
9 Keep It in the Family, Thames, 12.85m.
10 Crocodile (Wed), Central, 12.50m.
BBC 1
1 Cooch's Bluff, 1.15m.
2 The Only Way is Out, 1.30m.
3 The Paul Daniels Magic Show, 10.10m.
4 International Brooker (Sunday), 21.24, 2.35m.
5 The A-Team, 3.25m.
6 Family Fortunes, Central, 13.55m.
7 Noel Edwards Late Breakfast Show, 8.50m.
8 Nine O'Clock News (Tue), 8.15m.
9 Top of the Pops, 7.25m.
BBC 2
1 Butterflies, 8.50m.
2 The Only Way is Out, 1.30m.
3 Gardener's World, 3.00m.
4 International Brooker (Sunday), 21.24, 2.35m.
5 The A-Team, 3.25m.
6 Kenny Everett TV Show, 3.15m.
7 Taz and the Valley of the Goozies, 2.85m.
8 The World at War, 1.25m.
9 Top of the Pops, 7.25m.
Channel 4
1 Battle of the River Plate, 3.70m.
2 Brookside (Tue), 2.65m.
3 The Paul Daniels Magic Show, 10.10m.
4 Brookside (Wed), 2.35m.
5 The A-Team, 3.25m.
6 Kenny Everett TV Show, 3.15m.
7 Taz and the Valley of the Goozies, 2.85m.
8 The World at War, 1.25m.
9 Top of the Pops, 7.25m.
S4C
1 Raghu Hylt Gwynn, BBC, 7.00m.
2 Raghu Hylt Gwynn, BBC, 7.00m.
3 Raghu Hylt Gwynn, BBC, 7.00m.
4 Raghu Hylt Gwynn, BBC, 7.00m.
5 Raghu Hylt Gwynn, BBC, 7.00m.
6 Raghu Hylt Gwynn, BBC, 7.00m.
7 Raghu Hylt Gwynn, BBC, 7.00m.
8 Raghu Hylt Gwynn, BBC, 7.00m.
9 Raghu Hylt Gwynn, BBC, 7.00m.

Roads

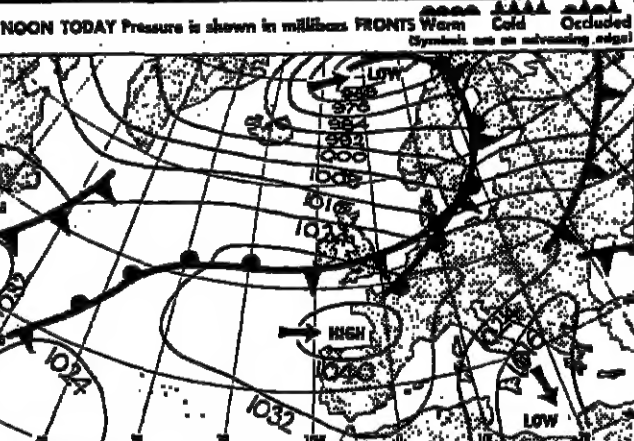
Midlands: A34: Roadworks, delays in Henley in Arden. Warwickshire high street, A1: Lane closures at Colsterworth, Lincolnshire, A5: Delays at Weston under Lizard, Staffordshire.
Wales and West: M4: Nearside lanes closed in both directions between Junctions 32 and 34 (Cardiff and Rhonda). A390: Lane closures at Three Milestones bypass; stop/go boards in use at Grampound Village. A470: Only one lane in use, temporary signals on Merthyr Tydfil to Pontypridd road.
North: A679: Temporary traffic lights in Blackburn Road, Ormskirk, Lancashire. A691/A692: Delays on Leicestershire bypass, between Consett and Stanley, M67: Outside lanes closed in each direction at Hyde, Greater Manchester.
Scotland: A87: Single-lane traffic with temporary lights at Laverstoke, south of the Ross and Cromarty. M8: Westbound carriageway closed between Lothian regional boundary and Harthill service area; contraflow on use at London Road, Lanarkshire; contraflow on westbound carriageway; seek alternative routes.
Information supplied by the AA.

Weather forecast

A trough of low pressure will be slow moving over northern England and Wales.

6 am to midnight

London, SE, central S England, East Angles, W Wales, NW England, Channel Islands: Rain in places at first, becoming mainly dry with a few bright intervals; wind W moderate; max temp 14 to 15C (57 to 59F).
E. N. central S England, Borders, Edinburgh, Dundee: Rather cloudy, a little rain in places, becoming bright for a time; wind W moderate or fresh; max temp 12 to 14C (54 to 57F).
SW England, S Wales: Rather cloudy, a little rain in places, becoming bright for a time; wind W moderate or fresh; max temp 12 to 14C (54 to 57F).
N Wales, NW England, Lake District, Isle of Man: Rather cloudy, outbreaks of rain or drizzle; wind W moderate or fresh; max temp 11 to 12C (52 to 54F).
Aberdeen, central Highlands, Argyll: Bright intervals and scattered showers; wind W fresh or strong; max temp 10 to 11C (50 to 52F).
SW Scotland, Glasgow, Northern Ireland: Rather cloudy, outbreaks of rain; wind W fresh or strong; max temp 11 to 12C (52 to 54F).
More: Firm, NW Scotland, Orkney, Shetland: Sunny intervals and showers; wind W strong or gale; max temp 9 or 10C (48 to 50F).
Crest: Mostly dry and rather warm in the S. Cloudy with some rain in N but becoming brighter and showery from NW.
SEA PASSAGES: S North Sea: Wind mainly moderate or fresh; sea moderate. S Dover, English Channel: Wind mainly moderate, mainly fair, good sea sight. St George's Channel, Irish Sea: Wind mainly W, moderate or fresh, sea moderate.



NOON TODAY Pressure is shown in millibars. Fronts: warm, cold, occluded. Wind direction and speed in mph. Graded temperatures Fahrenheit.

High tides

Location	Time	Height
London Bridge	10.20	6.2 11.05 6.8
Aberdeen	10.27	3.8 10.34 4.1
Aberdeen	10.30	3.8 10.34 4.1
Cardiff	10.35	3.1 11.11 3.5
Cardiff	10.35	3.1 11.11 3.5
Dover	10.38	9.9 10.28 10.7
Dover	10.38	9.9 10.28 10.7
Falmouth	10.42	4.2 10.58 4.6
Falmouth	10.42	4.2 10.58 4.6
Harwich	10.45	3.5 10.00 3.9
Harwich	10.45	3.5 10.00 3.9
Hull	10.48	3.1 10.12 3.5
Hull	10.48	3.1 10.12 3.5
Liverpool	10.52	7.7 10.37 8.1
Liverpool	10.52	7.7 10.37 8.1
Liverpool	10.52	7.7 10.37 8.1
Liverpool	10.52	7.7 10.37 8.1
Liverpool	10.52	7.7 10.37 8.1
Liverpool	10.52	7.7 10.37 8.1
Liverpool	10.52	7.7 10.37 8.1
Liverpool	10.52	7.7 10.37 8.1
Liverpool	10.52	7.7 10.37 8.1

Water on the rise: 1m = 3.28084 ft.

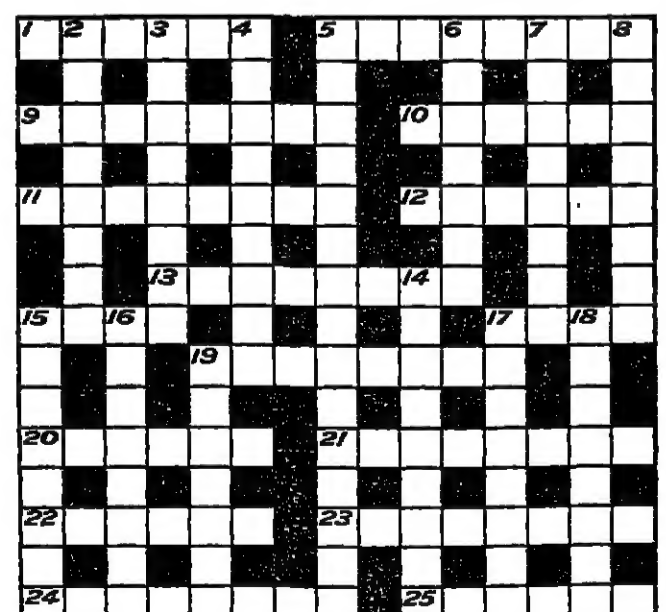
Around Britain

Location	Time	Height
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny

Abroad

Location	Time	Height
Algeria	1.13	55 cloudy
Algeria	1.13	55 cloudy
Algeria	1.13	55 cloudy
Algeria	1.13	55 cloudy
Algeria	1.13	55 cloudy
Algeria	1.13	55 cloudy
Algeria	1.13	55 cloudy
Algeria	1.13	55 cloudy
Algeria	1.13	55 cloudy
Algeria	1.13	55 cloudy

The Times Crossword Puzzle No 16,275



ACROSS

- Tree snake's setback in Gilbert's so-called ballads (6).
- Weekly produced in six days (8).
- Bird once associated with judges (8).
- Viewpoints of settlers from Schleswig-Holstein (6).
- Scholarly cavalryman who can settle accounts (8).
- A foreign female asylum started for the disturbed (6).
- The product of Rome, it's a fine sprayer (8).
- Quietly consume vegetable matter (4).
- Party for an unfashionable six-footer (4).
- Plant a counterfeit diamond (8).
- A star - one made for coronets (6).
- Parsonage associated with neighbours (8).
- Horseman entraps a surprise attacker (6).
- Surroundings for a doctor in EEC assembly (8).
- Mildness of man that's North Carolina youth leader (8).
- Calm as some addressed at Ephesus (6).

DOWN

- Union for everybody? A nice change (8).
- In older times a measure of game (8).

The pound

Bank	Rate
Australia \$	1.69
Austria Sch	28.75
Belgium Fr	83.25
Canada \$	1.90
Denmark Kr	14.70
Finland Mk	8.78
France F	12.28
Germany DM	11.48
Greece Dr	156.00
Hong Kong \$	11.90
Ireland Pt	1.30
Italy Lira	2460.00
Japan Yen	365.00
Netherlands Gld	4.57
Norway Kr	11.48
Portugal Esc	202.00
South Africa Rd	1.78
Spain Pta	235.50
Sweden Kr	12.10
Switzerland Fr	3.31
USA \$	1.53
Yugoslavia Dar	217.00

Rates for small denominations bank notes only, as quoted by Barclays Bank International Ltd. Retail Prices Index: 339.5. London: The FT index closed up 12 at 703.1.

Yesterday

Location	Time	Height
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny

Highest and lowest

Location	Time	Height
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny
St Andrews	5.8	13.55 sunny